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VOL. IX | MONTREAL AND TORONTO, JANUARY 2, 1897 | No. 1

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Bar and Hoop Iron—Rolled true to size and uniform in quality.

Horse Shoe Iron—That does not split in creasing.

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Also on other metals. Ask your jobber for it.

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Will be shown in a variety of new styles and designs during 1897. Made only with

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We bespeak for all our friends a Pleasant and Prosperous New Year.

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MECHANICS' TOOLS, BUILDERS' SUPPLIES,
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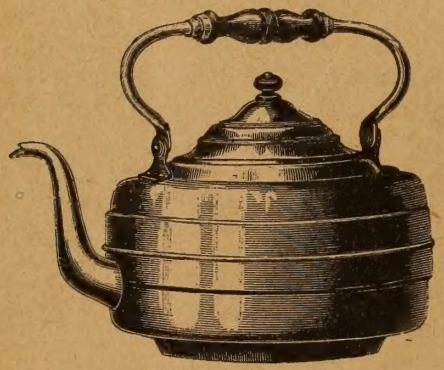

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PRICES ON APPLICATION

The Booth Copper Co., Ltd.

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We make a specialty of . . .

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THE

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Rolling Mills, GUELPH

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, JANUARY 2, 1897 No. 1

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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THE IRON TARIFF AND SHIPPING.

DURING the recent meetings of the Tariff Commission the statement was made by a leading ship-owner that the introduction of the National Policy had seriously injured the shipping interests of Montreal, especially in so far as the importation of iron was concerned. Statistics prove that such is not the case.

Everyone acquainted with the shipping trade 20 years ago knows that pig iron formed the principal ballast of the vessels coming to this port. Therefore, taking the pig iron department of the trade and analyzing the facts, we find that to-day the only competitors for the Ontario markets in pig iron are the Canadian and American iron producers. The Scotch and English iron masters have abandoned the market simply because they cannot compete successfully. The Americans are underselling the British manufacturers by fully $2 per ton in the Ontario markets.

Now the tariff on iron applies equally to American and British makers. It is safe to say that if we had absolutely free trade to-morrow it would not add one ton of pig iron to the importation from Great Britain for the greatest market we possess, viz., that of Ontario. In other words, the position between the American and British producers would be relatively the same as it is to-day.

In the bar iron department the introduction of the iron duties (as a reference to the Blue Books will show) did not act injuriously to the shipping interests of Montreal. So far as tonnage is concerned, scrap iron simply replaced the finished bar iron, and it will be found that scrap iron (the raw material of the Canadian mills) is brought here in as great, if not greater, quantities than bar iron was previously. Some of the bar iron houses have suffered through a change in policy, and shippers from certain ports may have lost some freight, but it simply meant that some other Canadian house secured the trade in scrap iron and vessels from other ports the freight on the latter.

It is evident that so far as the country is concerned the labor value of turning scrap iron into bar iron in Canadian mills is very much more desirable than importing the finished article, although this can be greatly improved upon by using the product of Canadian ores (instead of scrap). This will come about in due time under proper tariff conditions.

It should be brought home to the Government that the competition for the iron trade of Canada will now and hereafter be between the American and Canadian manufacturers, and the question arises, which shall Canadians favor? Preferential trade would alone enable the British iron masters to again compete in our western markets. The statement has been made by consumers that they cannot procure their entire supply of iron from the Canadian furnaces. Many Canadian consumers hold a different opinion. Still, allowing that this is in part true at the moment, it was equally true of the American iron trade, until properly developed, viz., as late as 1881. As in the case of the American trade, so in the case of Canada, if the system of encouragement to the Canadian furnaces is continued it will mean early development in the various sections of the country and the utilization of the various ores which we possess. That means that ere long Canadian furnaces will be able to supply iron of almost every description, certainly sufficient variety for all practical purposes.

An important fact to note in connection with the bearing of the iron tariff on shipping interests is that American competitors are driving their British rivals out of even the scrap iron trade. The Government statistics show that within the past few years scrap iron from American sources is displacing that from British sources. The shipping interests, of course, will lose this, but it will be from natural causes and for which the iron duties are in no way to blame.

Ship owners have to keep abreast of the times just as well as any other business man and if they do not do so with modern boats and go where the freights are to be found other progressive companies will follow the business and make a good thing of it. Any one looking thoroughly into the matter will see that it is not the iron duties that have reduced the freight, but because the raw material is being developed and worked here.

As an instance, one firm that used to send large amounts of money to Scotch and English houses now distribute the money through the country. Where they used to employ only office hands they now have about 1,000 men engaged in the manufacture of iron.

DECLINE IN HORSESHOES.

The manufacturers of horseshoes announce a decline this week of 25c. per keg in the price of the iron kind. The price f.o.b. Toronto is now $3.35 and in Montreal it is $3.25.

American competition is understood to be the cause of the decline.

AN AGREEMENT ON WHITE LEAD.

THE efforts of the grinders of white lead in Canada to revive the association which died about three years ago has at last been crowned with success.

Some weeks ago HARDWARE AND METAL announced that a movement with that end in view was on foot, but it was not until Tuesday last that the organization was completed and the agreement subscribed to by the different grinders.

The details of the agreement we have not yet been able to ascertain, but the basis of it is the pooling of the output.

It has for some time been a foregone conclusion that the consummation of the idea for an association would be followed by an advance in prices, for the sharpness of competition had during the past few months brought values to a point below the profitable. And what was expected has happened, quotations having been advanced about 11 per cent.

These are now the association figures: Pure, $5 per 100 lbs.; No. 1, $4.62½; No. 2, $4.25; No. 3, $3.87½; No. 4, $3.50. Terms are 4 months or 3 per cent. off for cash. The changes go into effect at once.

All the grinders in the Dominion are parties to the agreement.

SHARP ADVANCE IN SPADES AND SHOVELS.

SPADES and shovels of the cheaper makes have experienced a sharp advance during the past few days.

In some instances the advance is nearly equal to 50 per cent. The arrangement of the list is also a little different, some lines being held at net figures, while on others discounts obtain. The discounts now range from 40 to 42½ per cent. The net price on "Old's" brand is $7.37 per dozen.

There are certain aspects about this advance which are interesting. Quite recently the leading manufacturers of spades and shovels in the United States formed themselves into an association and materially advanced their figures. And the peculiar thing about it is that since the association was formed, or within a short time afterwards, the members of the organization refused to quote for the Canadian market, while previous to that they were pushing sales in this country at prices which were alleged to be below the cost mark. At any rate, their figures were phenomenally low.

As a result of this a belief obtains among wholesale hardwaremen that the reason the members of the American Association have suddenly become unconcerned regarding the Canadian market is that some sort of an agreement exists between them and the manufacturers in Canada whereby they will not invade the territory of the latter. Whatever truth there may be in this it is significant that while prices in Canada are higher at home the manufacturers across the border have no quotations for this market. That is, members of the association have not, at any rate.

In spite of the advances which have taken place in the home market, they are said to be sufficiently low to preclude the importation of the American article.

To the local wholesale trade the new prices are not satisfactory, and the reason forsooth is that the margin of profit allowed them by the manufacturers is not sufficient. "The margin which the manufacturers are allowing us," said one jobber, "simply means that we shall encourage the starting of independent factories. In fact, I may tell you that already two or three gentlemen have been prospecting with a view to starting a factory in Toronto for the manufacture of spades and shovels."

May your New Year be happy, your bad debts few, your profits ample and your new customers many.

HINTS FOR CUTLERY SALESMEN.

A REPRESENTATIVE of HARDWARE AND METAL, who visited the commercial travelers' fair at Madison Square Garden, New York, a few days ago, saw a display of cutlery made by the Electric Cutlery Co., Newark, N.J., from which most Canadian and European houses could get some valuable suggestions for displaying their goods.

As the trade know, nearly all the cutlery shown by travelers is mounted on cardboard or in cases. A traveler is required to carry a large number of small cases. These have to be handled one by one and they require a great deal of space for a proper display. In most sample rooms there is not nearly enough space, and cases and cards are piled on top of each other on the tables Much time is lost in searching for a particular case, which sometimes has to be pulled out from the bottom of the pile. There are many other disadvantages which all travellers readily recognize.

The cutlery company referred to used a long plush-lined, flexible leather belt, fitted with elastic loops to hold the razors, knives or scissors. To the inner edge of the leather or plush, flaps are attached which fold across, covering the cutlery.

To display the cutlery the belt is unrolled and hung against the wall or stretched along a table. The flaps are turned back and the entire set of samples is seen at a glance. Under a bright electric light the half a dozen belts, with their hundreds of samples, make a most brilliant display. They can be manufactured by any maker of plush or leather specialties in Canada.

GOVERNMENT OWNERSHIP, OR WHAT?

THE railways of the Dominion have too much power and the Government of the country too little power, as far as control of the railways is concerned.

This fact has been patent for some years to a number of people, but probably never to the extent it is now.

Practically from one end of the Dominion to the other a voice is heard demanding the building of a railway through the Crow's Nest Pass, into the great mining district of the Kootenay country. People are joining in this demand who never expect to sell a dollar's worth of goods should such railway be created, or directly gain one iota thereby.

Those who have merchandise which the building of a railway through the pass in question would enable them to find a market for are naturally the most anxious for the existence of that which would enable them to realize their desires. But they are supplemented by a great army of Canadians who see in such a road as that proposed a means to an end. And that end is the up-building of the Dominion.

That part of British Columbia known as the Kootenay country may not be a land overflowing with milk and honey; but it is a country rich beyond all question in gold and other valuable metals. The more the country is investigated the more evident does this become.

Canada is rich in everything which is necessary to form the foundations for a great nation. Reference to our agricultural and mineral possibilities; to our fisheries and forests; to our natural and artificial inland waterways, is sufficient to prove this.

Our nearest approach to poverty is in regard to population. In natural resources there is no country so rich that we would deign to pay it homage. But when it comes to considering population one can sometimes scarcely resist the temptation to sit under the willow trees and refuse to sing the songs in praise of the Dominion's possibilities.

No part of the Dominion is so likely to receive an augmentaion of population as the southern portion of British Columbia. The population there is undoubtedly growing rapidly, but it would grow a great deal more rapidly with the existence of a railway through the Crow's Nest Pass, for the railway would afford a means of bringing coal to the smelters and open up a way to mining properties, rich in minerals, but practically worthless because of inaccessibility to them.

It is the unanimous opinion of residents of the country, and of those competent to judge who have visited it, that with a railway through the Kootenay Pass mining camps equal in proportion to that of Ross-

land would soon spring up at various points along its route.

But, badly as the railway is needed, people are fearful of being controlled by it instead of they, through the Government, being the controllers. And how to prevent this undesirable state of things is what is bothering the public mind.

All are free to acknowledge the necessity of Government control. The only difference is in regard to the measure or manner of that control. Generally speaking, one party would have the road built and operated by the Government. Another would have the road built by the C. P. R., the Government retaining such control as would ensure equable, just freight rates to all.

Under the conditions obtaining to-day it is obvious that the whip handle is held by the railways. And we have in mind other lines as well as the C.P.R. In this particular instance as far as the Crow's Nest Pass railway is concerned the C.P.R. has the whip handle. If that line were to be operated by the Government it is obvious the great transcontinental road could make it very unpleasant for it, and also for shippers who used it, for to some extent the line would be a competitor with the C.P.R.

On the principle that the railway systems of the country should be owned and operated by the Government, HARDWARE AND METAL is inclined to favor the idea of Government ownership of the projected line; but whether it is the best or wisest course to pursue in the present instance is another question. If the line was dependent upon no other line for a through route we would say, "Go ahead and construct it as a Government work." But the fact that it is dependent demands caution.

The whole question resolves itself into this: What is best (1) for the mining interests and the people of British Columbia, and (2) for the people of Canada? The right answer to this question will solve the problem.

And here is peace to the ashes of the year that is gone and good luck to the year that is come.

SEWING MACHINE EXPORTS.

According to the British Board of Trade statistics, the United Kingdom exported sewing machines to the value of £869,476 during the 11 months ending November, 1896; for the same period last year the value was £794,938. Their principal customers this year have been countries in Europe, which took £749,227; countries in South America, £39,424. Australasia only bought £5,764, while British possessions in South Africa took £22,491, and the British East Indies £23,515.

THE COMING ANNUAL MEETING.

The annual meetings of the different iron associations will commence in Toronto on Monday next.

There have been rumors before of individual members resigning from the different agreements, and these are again revived in connection with the coming meeting.

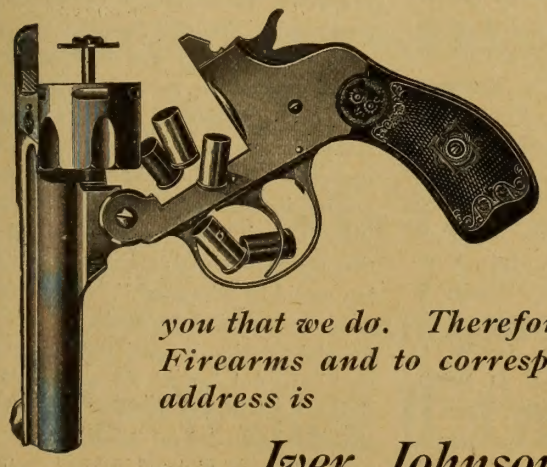
It is the wish of the great majority of hardware and iron dealers, however, that the reports and threats alleged to have been made will come to naught.

The idea of a pool or arrangement to control prices may be inherently distasteful to a great many, but it cannot be denied that indiscriminate cutting and the consequent demoralization that results is a serious injury to every trader, no matter whether he be a maker, jobber, retailer or consumer.

The agreements that have governed staple lines of domestic manufactured hardware and iron for a year or so have certainly prevented, or at least minimized, this evil, and in so doing have conferred a genuine benefit on everyone who deals in the goods in question.

For this reason it is the wish of a great many that the troubles and difficulties now existing may be smoothed over and the regulation of values, of course on a normal basis carried on as heretofore.,

Are you interested in the sale of Pistols?



IF SO, we wish to call your attention to the fact that our house manufactures more high-class Revolvers each year than any other establishment in America. We have been doing this for over 26 years, and our goods are known all over the world. We ought to know how to make good goods at honest prices by this time, and we assure you that we do. Therefore, we want to send you our Art Catalogue of Firearms and to correspond with you as to dealers' terms, etc. Our address is

Iver Johnson's Arms and Cycle Works

Fitchburg, Mass., U.S.A.

APOSTLES OF COMMERCE DINE.

ON Tuesday night of last week the Windsor Hotel was full up with commercial travelers. The occasion was the annual dinner of the association. It was a fitting close to a year's work on the road. The drummer has to put up with many discomforts which the business man at home has no idea of. Business is so keen nowadays that the men on the road are the smartest of any class of business men. However, the business they transacted on Tuesday night was quite of a different character from the usual. The order had been booked for some time and about 200 sat down to a splendid repast purveyed in the usual manner of the Windsor Hotel management. The arrangements were carried out admirably. This was, in no small measure, due to the secretary, Mr. Wadsworth, and the Executive Committee. The large dining room was handsomely decorated with flags and bunting. Above the president's chair were the flags of England and Canada, with the letters D.C.T.A.

Altogether, a most enjoyable evening was spent. There were a number of politicians from the Dominion and Provincial Houses. The speeches were of a bright, cheery nature; no long-winded orations, which very often mar such gatherings, were delivered.

Among those present were: Hon. J. D. Rolland, president; Hon. Wm. Paterson, Hon. W. Flynn, R. Wilson Smith, Robert Mackay, G. W. Robinson, C. J. Smith, T. Crockett, Lieut.-Col. Stevenson, F. D. Monk, D. Watson, Chas. Gurd, R. Bickerdike (pres. Board of Trade, Montreal), Mr. Quinn, M.P., Mr. Penny, M.P., Mr. Atwater, M.P., Mr. Rolland, St. Jerome; Ald. Prefontaine, Mr. O. Desmarais, Mr. Madore, R. J. Wilson, Gus. Piche, Mr. Noran, Lieut.-Col. Massey, Fred. Hughes, James Croil, Thomas Harries, E. H. Copland, Jack Rose, D. R. McLennan, J. Herbert, B. Christie, A. M. Thompson, Wm. A. Gondle, Geo. A. Childs, S. J. Martin, L. O. Demers, Alex. Filion, Geo. Brown, E. A. Cardinal, D. M. Lefebvre, J. A. Milette, T. B. H. Mongenais, J. E. Auger, Gustave Labelle, Hector Moreau, J. H. Toupin, J. H. Cross, Octave Genereux, Camille Theoret, L. G. A. Cresse, Peter Wm. Lesperance, J. A. L'Henrencey, Wm. J. Wight, J. H. Palmer, F. Percy Smith, R. Armand Chaput, A. Milton Smith, J. A. Jaubert, J. P. Jackson, R. J. Cooke, M.P., J. B. Caverhill, F. D. Shallow (proprietor of Le Moniteur du Commerce), J. J. Lanigan, W. H. Smardon (agent St. Croix Soap Co.), J. A. Bauden (of Laporte, Martin & Cie.), E. W. Villeneuve, A. H. Bentley, George Hannah, J. M. McConnell, Ludger Gravel (of Balmoral Oil), Remus Laurendeau and S. D. Joubert (of Hector Lamontagne & Co.), J. Laperle, H. G. Frost (Kyle, Cheesbrough & Co.), C. E. Felch, Edward Barry, W. B. Mathews, Henry Munderloh, Wm. C. Finley, W. McK. Barlow, Wm. Mills, Frank Caverhill, James R. Kinghorn, Arthur Fournier, Walter C. Wonham, Thomas L. Paton, George W. Sadler, James L. Gardner, George R. Locker, W. R. Samuel, H. B. Muir, A. W. Gardner, Harry L. Shaw, R. V. Woods, E. W. Barlow, Geo. N. S. Henderson, T. R. Cowan, M.P., F. P. Horan, O. W. G. Dettmers, J. C. Paterson, W. R. O. Bowie, Percy Barnard, A. H. Macartney, Chas. C. Gurd, A. A. Hodgson, T. de G. Stewart, H. Davis, James R. Adam, Frank M. Barnard, A. S. Campbell, Max Murdock, Robert C. Wilkins, Albert J. Meharg, Wm. H. Simpson, C. C. Ballantyne, Jos. Venables, E. Duquette, D. Hy. Herron, Octavien Rolland, E. A. Prevost, T. S. Cote. Geo. O. Bourgouin, J. H. Bedard, L. J. Codere (Sherbrooke), F. Burton, James Arnold, J. McArthur, J. Johnston, John T. Dwyer, Wm. Duckworth, John Black, Ernest Linton, George H. Bishop, Alexander Thomson, Alphonse Delorme (of Delorme & Boudrias), Jas. S. Parkes, R. J. Lockhart, Fred Bruneau, N. C. Robillard, A. Gordon Macpherson, J. MacKay Rose, W. J. Kerr, J. H. Kerr, O. Letourneau, Alex. Strachan, Walter Irwin, Graham L. Dobbin, Alf. Thompson, Chas. M. Cameron, A. W. Adams, Geo. H. Cornell, C. H. Dougall, S. J. Carter, J. Hardie, Alex. B. J. Moore, B. Reed, Major J. Rogers, Capt. W. H. Stanley, R. Irwin, Wm. F. Irwin, E. A. Fuller, Robert H. Bullen, A. S. Rogers, W. J. Egan, S. A. Agnew, J. P. O'Neill, W. J. Agnew, J. B. Patrick, James Hill, W. E. Cushing, R. Langlois, E. Massicotte (president of the Wholesale Grocery Travelers' Association of Montreal), J. H. Clement (of Waldron, Drouin & Co., hats and furs), E. Labreque (of A. Labreque & Son, Montreal), Joseph Saucier (pianist), Edouard LeBel (tenor), C. St. Louis, E. E. Guilbault, Lieut. Gelinas, Capt. E. Desnoyers, George Hamel, T. Yates Foster.

The president, Mr. Rolland, in rising to propose "The Queen and the Royal Family," was received with an outburst of applause. He said: "The Dominion Travelers' Association, which had generously elected a French-Canadian as its president, signified that the sober-minded, enlightened business men of this province were not to be disturbed by race prejudices. (Hear, hear, and applause). This showed the broad views which they entertained while coming in contact with the different nationalities. It was by working in this united manner that the commercial interests of the Dominion would be advanced." (Applause). He need not describe the attributes of a commercial traveler, because they knew them as well as he did, but for the sake of the politicians and others present, he might say that the commercial traveler was looked upon a prince of good fellows. Generous, courteous and enlightened by reason of his long experience with men, he was also familiar with the main topics of the day. (Applause). Many of the merchants whom

The Sherwin-Williams Paints

"Where Longest Used Best Liked."

Don't take our word for it, see what those who have sold them for fifteen, twenty and thirty years say. The Sherwin-Williams Paints are new in Canada, but old and tried in other places. Merit alone stands the test of time. The Sherwin Williams Paints have forged ahead of others and keep on forging ahead, because they're better than others. They're better for painting than any other paint prepared or that can be mixed by hand—better because they do more and better work, and at the same time do it more economically.

After Twenty Years Experience.

Messrs. Forbes & Bro., Hopkinsville, Ky., wrote The Sherwin-Williams Co. last month as follows: "We cheerfully testify regarding our opinion and experience with S.-W. P. We have handled this paint, as you know, for over twenty years. We have never yet had a pint of it returned to us on account of defect in quality or covering capacity. It is our aim in business to acquire the agency of the best goods manufactured in their respective lines, and to continue their representation as long as the quality keeps up. We think this gives a house a standing in the trade. We believe it would be to the credit of any concern to handle S.-W. P.

"Better Than the Best White Lead and Oil."

Mr. Geo. B. Deardorff, Canal Dover, O., says: "About 15 years past I used the best white lead and oil in painting my house, believing it was the best paint adopted by an old practical painter. I found in the next year it would chalk off, which was very annoying to me. As an experiment I next painted with The Sherwin-Williams Paints, as I have in the years following, and found them just what I wanted, a paint beautiful in tint, durable in quality, and do not think they are excelled by anything on the market."

"Thousands and Thousands of Gallons Sold. The Best Paint on Earth."

So writes Mr. Frank Butler, of Ohio, as follows: "Regarding S.-W. P. I have sold S.-W. P. since 1881 or 1882, and have put out thousands and thousands of gallons of it, all on a positive guarantee as to material and wearing qualities. I am very proud of the record, as you have repainted but one job and that was no fault of the paint, only a question of color, not material. In this locality I have had some hard fights to sell S.-W. P. on account of price being some higher than other so-called as good as S.-W. P., but when we would measure and weigh, S.-W. P. always came out on top, as a full gallon at $1.50 is much cheaper than ¾ gal. at $1.35, and I have proven to a number that S.-W. P. will spread over more surface and cover better than any prepared paint in the market. I would like to see you put S.-W. P. in pints and ½ pints, then we could sell to our customers the best paint on earth in small packages."

"Residences Painted with S.-W.P. Seven or Eight Years ago Look Well Yet."

This is what Mr. M. A. Collins, Frankfort, Ky., claims in a letter written 24th Nov. last: "In regard to The Sherwin-Williams Paints, will say, I have been handling the paint for about 16 years, and I think it is the best paint in the market. I have sold thousands of gallons of it, and residences painted with it seven or eight years ago look remarkably well yet."

"As Long as I Sell Paints I Shall Sell no Other Than S.-W. P."

C. R. McCulloch, Fremont, U. S., writes: "It must be 30 years that I have been selling Sherwin-Williams Paints—ever since you began making them—and in all these years I have never had real reason for complaint. I feel assured that they are superior to any mixed paints on the market to-day. I warrant every package I sell and feel perfectly safe in doing so. As long as I sell paints I shall sell no other than S.-W. P.

Manufacturers for Canada

The Walter H. Cottingham Co. Ltd., Montreal

he saw there that night were commercial travelers in the past, and as they all knew that the trade of to-day was transacted by the commercial travelers, it was only natural to suppose that the commercial travelers of to-day would largely comprise the merchants of our city. (Hear, hear and applause).

WHEN ORGANIZED.

The Dominion Travelers' Association was organized in February, 1875, and its first president was Mr. Andrew Robertson. At the end of the first year there was a membership of 251, with a cash balance of $529.29. He would take this opportunity of reading the names of the past presidents of the association, and who had worked very materially towards the success of the association: Andrew Robertson, J. A. Cantlie, Alex. Gowdey, Geo. Sumner, Geo. Boulter, R. B. Hutchison, D. L. Lockerby, Fred. Birks, Gus. Piche, Fred. Hughes, George L. Cains, David Watson, Lieut.-Col. Fred. Massey, Hon. J. D. Rolland.

Since the inauguration of the Dominion Travelers' Association it had increased greatly, and it was the largest commercial association in the province. It now had a membership of 2,700, of which 500 were merchants and manufacturers, and the balance commercial travelers. Since the existence of the society it had distributed to members or their families the following benefits: For death claims, $148,480; for sickness, $4,200; for accident claims, $8,588, a total of $161,268. Notwithstanding all this expense, there was a surplus of $149,595 deposited in bonds, etc. (Appl.)

He would like to draw the attention of the commercial travelers to the fact that in 1886 a mutual benefit society was established for the benefit of the families or heirs of deceased members. These benefits were raised by means of assessment made on the members of the society, and $1,000 was given in the event of death. He would urge upon those who had not already done so, to join. (Applause.)

He would make a recommendation to the commercial travelers, which he thought might also apply to the citizens of Montreal. They were always in the habit of finding fault with their aldermen and everything pertaining to this good city, but they never took into account their good intentions. He did not think that they were any worse than others. (Hear, hear.) They should follow the good example of a city not 400 miles from Montreal, where they were always booming their municipalities and everything they had. He would ask them to compare the situation of the two cities, and he was sure Montreal would have no better advocate than the commercial travelers. (Applause.) Before he became president of the Commercial Travelers' Association he was interested in building railways to facilitate the traveling of the commercial traveler in the great north, and he would invite them to take a holiday to the north of Montreal, which is the Switzerland of America. When they saw it he was sure every one of them would wish to become a settler. (Applause.) They would see in this country a summer resort which could not be beaten in America. (Applause.) He then proposed the toast of "The Queen," which was pledged enthusiastically.

The president next proposed the health of the Governor-General. In doing so he said he might mention that he had received a letter of apology for absence from His Excellency, who said that prior engagements deprived him of the pleasure of accepting the kind invitation of the D.C.T.A. He wished them every success. The toast was received with great enthusiasm, and with the singing of "For He's a Jolly Good Fellow" and "Rule Britannia."

Letters of apology were read from the following: Hon. W. Laurier, Lieut.-Governor Chapleau, Sir Oliver Mowat, Sir Richard Cartwright, Hon. Mr. Fielding, Hon. Mr. Foster, Hon. Mr. Marchand, Dr. Anderson, United States consul general; Sir Wm. Van Horne, C.P.R.; C. M. Hays, G.T.R.; J. M. Madore, M.P.; Mr. Tait, C.P.R., and Mr. Frank Gundy.

"COMMERCIAL INTERESTS OF CANADA."

Mr. Fred Hughes was next called upon to propose the toast of the "Commercial Interests of the Dominion." He said that he had not had time to prepare any lengthy remarks about the subject of trade and commerce. He had gone to Mr. Hadrill, secretary of the Board of Trade, to get some figures, but that gentleman stated, in pulling out a blue book, that he would be glad to supply him with the information, but he did not think that figures were a good thing for a social gathering. (Hear, hear.) He had taken his advice and would be as brief as possible. For the past few years Canada, as well as other countries, had been passing through trade depression, and many branches of commerce had suffered severely. At the present time he saw many indications of a change, by increased trade relations with foreign ports. Another indication of the goodness of the time was the large amount of tonnage from the port of Montreal for 1896. The president of the Harbor Board was with them, and he, no doubt, would deal better with that subject, but he, Mr. Hughes, understood it was the best on record. (Applause.) As a consequence of this increasing business their two large steamship companies were building new

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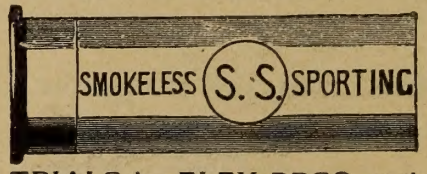

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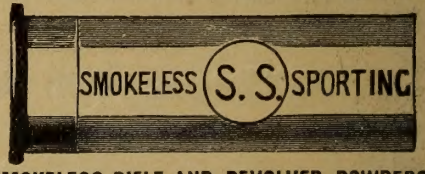
UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " "
Far in excess of any other Powder—Nitro or Black.

Pattern 233.
Pads penetrated (Eley's Special) 30·6.
Pressures 2·17 tons only.

All future issues made to this standard.



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(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite ·303." For Lee-Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

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(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

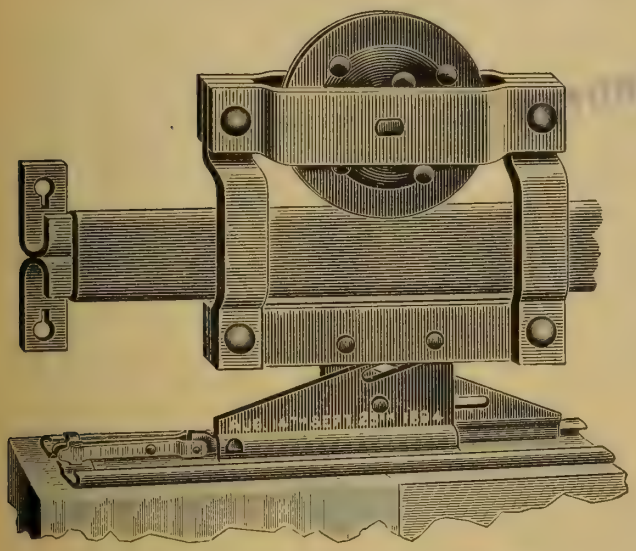
The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

HARDWARE MERCHANTS

37 WEST FRONT STREET TORONTO.

PROUTY'S =NEW GOODS= HANGERS



1 A, FOR 2 DOORS 14-FT. TRACK.
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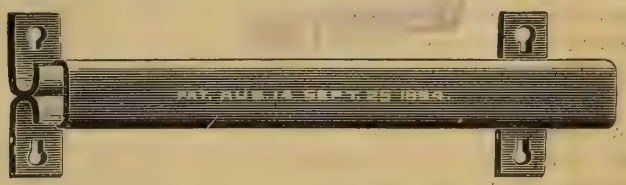

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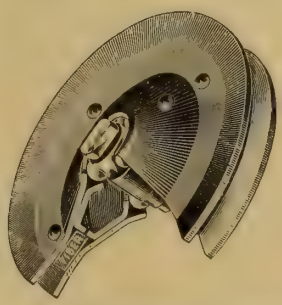


"96" Pattern embodies the latest improvements in Ball Bearings. Ease of application, durability, running qualities and adjustments have been thoroughly considered and carefully improved, making an article of the highest merit.

Wheels — Standard Ball Bearings (16) ¼-in. hardened Bicycle Balls. Tool steel shafts, turned and hardened. Vulcanized fibre treads.

Adjustments embody the latest improvements, are detachable from top of door instantly, can be adjusted and permanently locked without the use of screw driver or wrench

Finish—Hangers and attachments are given a bright finish and covered with a thoroughly rust proof varnish.

Track is packed complete with screws, in 14-ft. bundles for full sets, and 8-ft. bundles for half sets. Each bundle wrapped in express paper, ready to hand over the counter.

One Full Set consists of 4 hangers, 2 floor guides, 1 over-head stop, 14 ft. of No. .03 rail and screws complete for all parts.

The Prouty Barn Door Hanger

Will run on Lanes or any similar track.

NO. 7 ROLLER BEARINGS.

The Loop is made from one piece of corrugated steel. We guarantee it to support without bending as much as three ordinary 1x¼ inch steel U straps.

The Bearings are all carefully hardened. The ball cups are steel, finished by automatic machinery, and do not vary to exceed .002 of an inch.

An Exception. The only Roller Bearing Hanger in which the wheel is kept from a lateral motion through the rollers, which are separated one row on each side of the wheel.

H. S. Howland, Sons & Co.

WHOLESALE ONLY. TORONTO.

...GRAHAM Cut and Wire Nails are the Best...

freight and passenger ships to cope with the trade. (Applause.)

A quartette, composed of Messrs. Venables, Stewart, Duquette and Hodgson, gave a vocal selection, which was well received.

THE CONTROLLER OF CUSTOMS.

Hon. Mr. Paterson, in replying to the toast, said that they must first permit him to thank the officers of the association for sending him an invitation to such a magnificent banquet. He had a considerable fellow-feeling for the commercial traveler. It was some years ago, it is true, but eight years of his early business life was as a commercial traveler. (Applause.) He knew something of the pleasures, also of the difficulties, that are connected with commercial traveling. (Applause.) It may be possible that some of the difficulties which were experienced when he was on the road are not to be met with now. It was possible now that when they reached a town and went to enter the shop of the merchant that they found him there, anxiously looking for them, having received a card a day or two previous. (Laughter.) He could imagine how they would be taken by the hand and told how long the merchant had been keeping his order for them. (Laughter.) In the days when he was one of their number that state of matters did not prevail. (Laughter.) At that time it was quite possible for one to enter a place of business and be told that there was really nothing that they were in want of that day, and then they had to convince a man who knew his business that he did want something. (Laughter and applause.) He looked back with pleasure to those days. During the many years that he had been in business, when he had been waited on by a traveler, perhaps during the cares of the day and an accumulation of little worrying things, he (Mr. Paterson) always put on his kindest smile and tried to receive them in the best possible way. (Applause.)

MEN WITH BRAINS.

Referring more particularly to the commercial interests of the Dominion, he said that there were many successful business men in the city of Montreal. The heads of those houses managing a company perhaps show their excellence far above their fellows by the success which has attended their efforts. It was necessary for a successful firm that they should have brains. These men had to surround themselves with the right kind of men with brains and knowledge. (Applause.) When they spoke of these houses they could not forget the men who by their efforts brought the products of every land before the people. They could not forget that these men were feeling the pulse of the business world and keeping in touch with commerce throughout the Dominion. The merchant might have the goods in his store and his books well cared for, but these products must be taken out and distributed all over the country and returns made from them. (Applause.) This was done in this noble Canada of ours through the army of noble men known as commercial travelers. (Applause.) It was essential, therefore, that business men should surround themselves with these men, who do so much for the commerce of Canada. (Applause.

The commercial interests of Canada are large. When you speak of the commercial interest of the Dominion of Canada you are speaking of a territory which is as great as the territory of the great republic to the south. You are speaking of a country that stretches from the Atlantic to the Pacific, and unless one has travelled through the country he could not realize its vastness. (Applause.) They had unknown resources within their limits. In the Maritime Provinces they had the shipping industry and a wealth in fisheries. Besides they had the lumbering and agricultural industries. (Applause.) The city in which they were then assembled was the great commercial metropolis of the Dominion. (Applause.) It sent its commerce to all parts of the Dominion. Then they had Ontario, rich in agriculture, timber, and many varied industries. The shores of Lake Superior may be a barren region, but in that very part there was being opened mineral resources, the extent of which no man knows at the present time. (Applause.) Then they had the province of Manitoba, and the fertile Northwest. They could go across those mountain chains, the grandeur of which could not be equalled on earth, and then to British Columbia, where the British flag floated over their heads. (Applause.) Therefore, the toast of the commercial interests of Canada was no light sentiment. (Applause.) They spoke of a sentiment that was grand and broad, and they, as Canadian men, whose homes are here, should see that once in a while they would awaken to the vast possibilities that are in store for the Dominion. And having their interest deepened they would use all in their power in urging others to the advancement of the country. (Applause.) In conclusion he would say that he was glad to see them gathered around the social board. They were engaged in a business in which there was much rivalry, but to-night they had laid that rivalry aside and met together as one common body. (Applause.)

PRESIDENT OF THE BOARD OF TRADE.

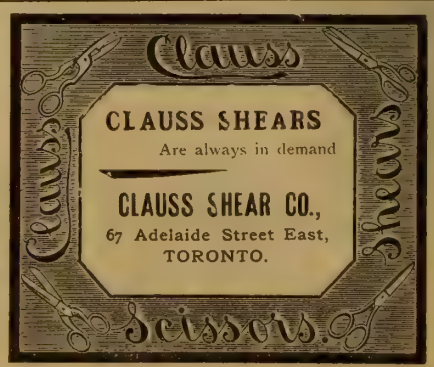
Mr. Robert Bickerdike, president of the Board of Trade, also replied to the toast. After thanking them for the kind invitation, he said that he was pleased to see that Hon. Mr. Rolland had been appointed chairman. (Applause.) He had been associated with Mr. Rolland in a great many enterprises. He did not think that they could have selected a better man than Mr. Rolland for the position. (Applause.) He had watched him for a number of years, and although he marched sometimes to unpleasing strains he never turned back, and to-day he was one of the best business men in the city of Montreal. (Applause.)

Continuing, Mr. Bickerdike said that he himself had never had the honor to be a commercial traveler. He was brought up in a business that was not looked upon some years ago as it was to-day, and that was the cattle business. It was not so very long ago that no cattleman would be allowed on a jury. (Laughter.) He remembered when the steamship Irene from Boston was wrecked on the Scilly Islands, that a Boston paper came out with the announcement that there was a loss of "42 souls and 16 cattlemen." (Laughter.) He again thanked them for the kind invitation.

The president then called upon Mr. T. L. Paton to propose "The Railway and Forwarding Interests of the Dominion." Mr. Paton, in proposing the toast, said that railway and forwarding companies were closer connected with commercial travelers than other business people. Traveling had changed greatly within a very short time, and now they could travel right through to British Columbia by rail.

RAILWAY INTERESTS.

Mr. Jack Rose then sang "The Little Nipper," after which Mr. Smith, of the Ottawa and Parry Sound Railway, replied for the railway interests. He referred to the completion of the railway from Ottawa to Parry Sound. They hoped by next summer to put on boats to carry traffic from the Northwest and from the United States through the port of Montreal. (Applause.) The road with which he was connected was the shortest route from Port Arthur, Chicago and Duluth to Liverpool through the port of Montreal. (Applause.) It was shorter than Buffalo. The haul over this route was about 400 miles shorter. In con-



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MASURY'S. JOHNSTON'S (Bull Dog). CANADA PAINT CO.'S.
Also STANDARD VARNISHES.

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clusion, he thanked them very heartily for the invitation, and said that the company with which he was connected were pleased to think that they were in such good relationship with the commercial men of the Dominion. (Applause.)

Mr. Crockett, of the Temiscouata Railway, also spoke to the toast.

Mr. D. Watson gave the toast of "Our Guests." He said that in the past their banquet had been graced with many eminent men, and in looking around the banquet table that night he was sure that it was not behind in that respect. (Applause.)

Mr. LeBel sang in French, and his number was enthusiastically received.

QUEBEC'S PREMIER.

Hon. Mr. Flynn, Premier of Quebec, in speaking to the toast, said that it always gave him a great deal of pleasure to meet commercial travelers. The world had made great progress, but in no branch had it progressed so much as in the commercial industry. (Applause.) He did not think that there was a country in the world that had progressed so much as Canada. The methods of trading within the last quarter of a century had been completely revolutionized, and this was due to the railway facilities. The various Governments had done much to foster this, but he thought he was within the mark when he said that the Government of Quebec had been more generous than any of the others. (Applause.) He said that the commercial traveler socially left a good impression upon the people with whom he came in contact. The fostering of a spirit of good fellowship in the community did much towards building up that Canadian sentiment which was irrespective of race or creed and the true indication of public spirit. (Applause.)

Hon. Mr. Atwater also spoke. He said that in early life he became near being a commercial traveler, but his course was turned to law. He was always glad to meet commercial men. They were a jolly lot of fellows, and he said that the sisterhood of provinces which forms the Canadian Confederation were brought into closer union from day to day by the commerce which the commercial traveler represented. The travelers were not only the angels of commerce but of civilization. In conclusion, he trusted that their body would increase and multiply in the future, and that the province of Quebec will show that the successful business men have been taken from its members. (Applause.)

Alderman Prefontaine also spoke. In the course of his remarks he said that he hoped the Government would see its way to have the ship channel deepened to 30 feet and widened to 500 feet, so that the port of Montreal would be able to compete with New York and Boston. (Applause.)

EARLY EXPERIENCES.

Mr. M. J. F. Quinn, gave in a jocular way his early experience in a wholesale house as a junior clerk. That was 30 years ago, and things had changed very materially. Then one of the largest houses had only two travelers, whereas a house doing the same business would now require eight or ten.

Mr. Duckworth: "Fourteen." (Laughter.)

Mr. Quinn: "I accept the amendment of the hon. member." (Laughter.) Proceeding, he said he might well repeat the words of the song which had just been sung, "Oh Canada," etc., and say that it was these qualifications by associations such as they had that Canada would reap the benefit. Commerce has done much for the world and the commercial traveler had done much for the brightest diadem in the British Empire. (Applause.)

Mr. O. Desmarais also replied, as did Mr. Mackay, chairman of the Harbor Board. The latter said he was very pleased to see that they had appointed a French-Canadian to be their president. He could speak from experience as to what a commercial man

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Cutlery—Pens, Pockets, Tables and Carvers from Joseph Rodgers & Sons, John Askham & Son, Geo. Butler & Co., H. Boker, etc. Razors—Leading German and English makers.

SKATES—Several thousand pairs just opened out. Write for our special catalogue on Silverware. Beautiful novelties. Special value. Just the thing for Christmas trade.

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had to put up with, having in the early days been on the road himself. They had their good times and their times of hard luck, which often dampened their spirits, but they kept at it and succeeded in the end. (Applause.) He was pleased to see so many whom he had known for so long a time. They seemed to be renewing their youth, so that their occupation did not seem to reduce them. He thanked them for extending an invitation to him and giving him an opportunity of enjoying their banquet. (Applause.)

Mr. F. D. Monk, M.P., and Ald. Penny, M.P., both followed, and, in a word, thanked them for the manner in which they had drunk the toast of "Our Guests."

Mr. Duquette sang a couple of songs, after which Major Rodgers gave "The Mayor and Corporation," which was replied to by Mayor Wilson-Smith and Ald. A. Stevenson.

SISTER ASSOCIATIONS.

Mr. John T. Dwyer gave "Sister Associations." He said: "In rising to propose the toast, 'Sister Associations,' I am sure it is the earnest desire of all members of this association that the pleasant relations existing between us and the members of our sister associations may long continue, and, as the years roll on, find us more closely bound together by the bonds of fraternal affection. We are pleased to know that our associations not only promote business, but also social intercourse, and it is the earnest hope that all members may continue to enjoy health and prosperity and live to a ripe old age, doing their duty by increasing our ranks and prosperity. During the coming year, 1897, it is the intention of the Dominion Commercial Travelers' Association to hold a convention in Montreal, and all our sister associations are most cordially invited to be present, the object being to discuss matters of great importance to commercial travelers and merchants, and to decide on the best action to be taken in obtaining better privileges for members. We want from the railways a passenger rate of 2c. a mile; 500 pounds baggage; and excess baggage rates will be looked into; consideration of express and freight rates may also be taken up. We enjoy but little consideration from hotels, and that is a matter which will also be discussed, and I trust we will receive the hearty co-operation of all the associations and be backed up by the wholesale merchants. Gentlemen, I will ask you to rise and honor the toast, 'Sister Associations.'"

Mr. Thos. Harries responded to the toast.

"The Ladies" and "Press" were duly given, after which Hon. Mr. Paterson proposed a vote of thanks to the president. "Auld Lang Syne" and "God Save the Queen" brought one of the most enjoyable gatherings of the D. C. T. A. to an end.

FEATURES OF THE LUMBER TRADE.

LUMBER trade conditions in the northern part of Ontario are not at the moment in what might be termed a satisfactory state.

During the past two years it is estimated that the cut in that part of the country has diminished something like 50 per cent.

In and around Wahnapitae, Nipissing county, where the production used to be in the neighborhood of 300,000,000 feet, this season the output will be but 10,000,000 feet, a decrease of 96 per cent. in one centre alone. But in spite of this falling off in the cut of lumber it is stated that 110,000,000 feet of boards are piled up in the yards between Midland and Waubaushene.

It is not all the conditions in the lumber trade that are unfavorable, however. A few weeks ago HARDWARE AND METAL had occasion to note the increased demand that was being experienced for Canadian lumber on foreign account. And this demand appears to have, on the whole, increased rather than decreased.

From both the United States and Great Britain there is really a good demand being experienced for the better grades of Canadian lumber. Large quantities of deals have lately been shipped to the latter country, and to the former some good shipments of shingles have been sent in addition to lumber within the last couple of weeks, stocks over there having become much reduced.

The price of lumber has appreciated lately in the United States, and a large dealer from that country who was in Toronto a few days ago, stated that during the preceding five weeks he had sold more lumber than during the whole of the previous five months.

While Canadian lumbermen are experiencing a demand for their higher grades of lumber there is little or nothing doing in the medium and lower grades, which have to depend largely upon the home market for an outlet. Business in laths is also at a standstill.

With the export demand improving and production being curtailed at home, another year or two ought to see a much better condition of affairs existing in the lumber trade of Canada. At any rate, the situation is not without some crumbs of comfort.

DID YOU GET ONE?

A few years ago Hiram Walker & Sons began the popular practice of presenting their friends with souvenirs at the holiday season. They never do things by halves, and consequently these reminders have been of a very substantial and useful character. Last year everyone received a box of the finest imported cigars. This year's memento is one that will be much sought after, because it is so useful. It is a very neat, real morocco folding purse for bills or paper money. It is made in the latest style, and is in every way the most convenient we have ever seen. To make it still more valuable, they are putting the name and address of the one to whom they send it in gold letters on the flap. Any reader who sends a postal card to the head office, Walkerville, Ont., or to their agents, W. R. Wonham & Sons, Montreal, mentioning The Canadian Grocer, to show they are in business, will receive one.—The Canadian Grocer.

CATALOGUES, BOOKLETS, ETC.

CRESCENT ENAMELLED WARE.

The Thos. Davidson Manufacturing Co., Ltd., of Montreal, has issued its catalogue appertaining to "Crescent" enamelled ware. It is of handy and convenient size and contains thirty-eight pages without the cover. The cover is handsomely lithographed in gold and brown and gives an illustration of the office of the firm and a glimpse of a section of the factories. The illustrations of the different styles of "Crescent" enamelled ware turned out by the firm are numerous, and the catalogue generally is a credit to the Thos. Davidson Co.

As a memento of the holiday season, the Thos. Davidson Co. is sending out to its friends a handsomely lithographed tin whisk holder and calendar combined.

A copy of the calendar and one of the whisk holders will be sent to any dealer on mentioning HARDWARE AND METAL.

EXPORTS OF CARS AND CARRIAGES.

The exports of cars, carriages, and parts thereof from the United States during the first 10 months of 1896 were valued at $2,321,566, against $2,130,755 the same time last year. The principal destinations were as follows:

	1896.	1895.
United Kingdom	$402,039	$301,0 7
British North America	150,546	121,246
Mexico	560,977	380,728
Central America and Honduras	139,099	225,976
Brazil	107,329	269,777
Australia	230,240	192,464
Africa	311,464	120,371

WIRE NAILS
WIRE - TACKS
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HAMILTON

HAMILTON HARDWARE CO., Ltd.

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IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
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Cavalier and Pelham Bicycles

NOW READY.

CAVERHILL, LEARMONT & CO.

Agents for Canada MONTREAL

SKATES

...We have a complete stock of all sizes of the following :

German Acme Nos. 5, 7, 10
Canadian " " 5, 3, 7, 10
Starr Hockey " 5, 7, 10

We also carry full line of fixtures. Write for prices and book your orders now.

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

INTERVIEW WITH OLD NINETY-SIX.

BY W. L. E.

THE Old Year is dead; the New is born. I stood beside the Old Year as he departed and listened to his words of counsel, of admonition and of encouragement.

While there is life there is hope, we are told. But from the moment that Old Ninety-Six was born there was no hope that he would live more than twelve months. When on Thursday night the clock indicated half an hour to midnight all who were watching beside his couch realized he had but thirty minutes to live.

Having been deputed to interview Old Ninety-Six in his last moments, I leaned over and whispered in his ear:

"Only twelve months old, and yet dying."

With a look of resignation upon his face the Old Year turned to me with the remark: "Thou art measuring by the span of man's life. I am living my allotted time; men seldom do that. I live twelve months. There are insects whose course is in a day run. I have performed my task. I cannot do more. The arrow, when it has struck its destined mark, has completed its errand. I have been speeding through the world for a twelvemonth; I have completed my mission."

"But, say," I persisted, "are you satisfied?"

"With myself, yes; with the world, no."

"Why not with the world?"

"Why? Ha! ha! Ask my predecessors. They, like me, have done their best. But mankind,—ah, there's the rub. Mankind has not done its worst, but it has left undone many things which it should have done and done many things which it should not have done."

"Do you mean in a spiritual sense or otherwise?" I persisted.

"Both. But you newspaper men, I fear, are not so much concerned in the spiritual sense. And therefore, when I referred to the things mankind had and things it had not done I meant particularly otherwise: matters commercial, to be more explicit."

"Enumerate," I ventured.

"I will. But Time demands that I be brief. Although I came into existence a year ago amid the clang of bells and the sound of music and invocation, trouble was staring me in the face the moment I opened my eyes. Time would fail me to tell you all I saw. But one of the things I did see was the terrible effects of that foolish message of the President of the United States on the Venezuela question. It had worked its way into the wheels of commerce, clogging them up and throwing the machinery out of gear and working more havoc than would a two-years' war. Tangled up or buried beneath the wreck were capitalist and borrower, master and man, parent and child. It was awful. And it will be awful for some time. You cannot repair commerce when it is shattered as readily as you can replace a shattered pane of glass by a whole one. Uncle Sam will have to quit throwing boomerangs if he is going to get on his feet again. And he'll have to set his house in better order."

"But tell me something about Canada and her business men," I interposed. "Time is short."

"I'm coming to that. Canada is a great country; or rather, she has the possibilities of being great. The seed is in the ground. The seed is good and so is the soil. Water it and you will get the fruit by-and-bye. But, remember, if you kill the seed you will get no fruit. The trouble I see about the people of Canada is that they are not as proud of their country as they ought to be. If the Mother Country does not give you preferential advantages in her market do not be concerned; if the United States builds up a tariff wall so high that you cannot get your goods over it, do not sit down in sackcloth and ashes. Keep your courage up and swim. If you sit on your eggs you'll hatch them. If you don't you won't. Do you understand? There is no nook or corner in the world where I have not been the the past twelve months, and let me tell you this for your edification: No country under the sun has taken such a big step forward during my lifetime as has the Dominion of Canada."

"What have you to say in regard to the merchants of Canada?" I further questioned.

"They are on the whole as shrewd and as competent a class of business men as you will see in any other country. I could name some countries whose merchants are more proficient in sharp practices. But sharp practices is not business. Business is business, as you know. But, oh dear me, I see lots of room for improvement."

"In what respect?"

"Well, to be brief, I would first of all say, it is a pity so many go into a business for which they are either unsuited or have not qualified themselves for. You cannot spell aright until you have mastered the alphabet. Neither can you successfully manage a business until you have learned its "A B C.'s" Then there is too much carelessness in bookkeeping. Bookkeeping in its essence is not merely a making a note of goods sold on credit or of making a record when they are paid for. It is a chart whereby the merchant, on examination, can ascertain his whereabouts financially. Then there is too much indiscriminate credit-giving. A man who would loan money to every man who sought it, without enquiring as to his antecedents and ability to pay, would be accounted anything but a wise man. I'd say he was a fool. Well, can you tell me how much wiser he is who has not the courage to refuse to give goods on credit to people without first trying to ascertain their financial standing? Such men should take heed lest they fall. Then, courage is a most essential thing to possess. Business is pulling against the stream. When a man's courage fails his strength wanes; and backward he drifts to financial de——"

The sentence was not completed. The big clock in St. James' Cathedral was striking the hour of twelve—the hour that was to take out the Old Year and bring in the New Year. While the first stroke was vibrating the Old Year grasped my hand, at the same time saying: "Good-bye; good-bye for ever."

When the last stroke—the stroke that finally ushered out the Old Year, had been given I still held a hand. But it was not the hand of the Old Year, it was the hand of a chubby infant: It was the hand of the New Year, while borne to me over the midnight air was the ringing of joyous bells, and from the church across the street I heard:

Come, let us anew our journey pursue
Roll round with the world
And never stand still till the Master appear.

A GENEROUS FIRM.

The Ontario Lead and Barb Wire Co., Ltd., of Richmond street, Toronto, with offices on Lombard street, have given this year, as formerly, a turkey to each of their employes. For some years they have, in addition to the Christmas turkey, presented to each employe $5 for each year's service until it reaches the maximum of $25. They find the plan to work well, and they recommend it to all employers of labor. They have in their employment at present one man who has served them faithfully for 17 years, one 15 years, one 13 years, two 11 years, one 9 years, one 8 years, two six years, one 5 years, two 4 years, two 3 years, besides many others who have served them one and two years. The plan is a great incentive for the men to try and keep their positions, and the company retain only those who are sober and industrious. They state that the system secures the best men and enables the company to turn out a better class of goods than they otherwise could do.

Established 1860. Incorporated 1895.

EUREKA STEEL

SAP SPILES

We know that Eureka Sap Spiles are the best, because :—They hang the bucket closer to the tree. They prevent bucket swinging in the wind. Buckets can be covered, keeping out leaves, dirt and spiders. Sap runs longer. Spiles will neither break in, nor rust the tree. Packed 100 in box, nicer to stock, easier to handle.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

THE TARIFF ENQUIRY.

The Tariff Commissioners resumed their enquiry in Montreal on Tuesday.

SMALLWARES, ETC.

Mr. C. T. Christie, of C. T. Christie & Co., manufacturers of aluminum ware, said that he imported what might be called the raw material in the shape of ingots and rolled sheets of aluminum from Germany, Great Britain and the United States, which were admitted free. He complained that he was not protected to the same extent as manufacturers of other hollow wares. Aluminum was admitted at present at 20 per cent., while hollow wares of iron, tin, steel and agate were charged 35 per cent. Aluminum ware was imported from the United States,and the characteristics of these goods being comparatively unknown placed him at a disadvantage and interfered materially with introducing them. As this was a new industry he thought that it should be encouraged, and the duty on all kinds of hollow ware should be uniform at 35 per cent. He imported aluminum wire and tubing, which paid 25 per cent., and as this was a raw material he asked that it be admitted free.

Mr. Heney, in presenting their case, said: "The carriage business is one of the most important industries in Canada, and gives employment to a great number of workmen. The census of 1891 gives the number of those directly employed as 9,016, the wages paid $3,000,000 per annum, and the value of the products, $9,744,416. If blacksmithing were added, these figures would be doubled. Owing to the nature of the business it is necessary to employ almost exclusively skilled labor. This labor, on the whole, earns fair wages—from $7 to $30 per week—and supports a large number of families. The present duties, while protecting the trade, also protect liberally the accessory trades, and have not resulted in the prices being advanced to the consumer. On the contrary, on account of the introduction of modern methods of manufacturing, vehicles are sold at much less than formerly. The bulk of the business is represented by a class of vehicles of which about 65 per cent. of the value consists of materials supplied by the accessory trades. Previous to the adoption of the protective tariff few, if any, of these materials could be obtained in Canada. At the present time nearly all of them are manufactured here. The accessory trades are as follows : Manufacturers of wheels and shafts, manufacturers of drop forgings, manufacturers of springs and axles, manufacturers of carriage leathers, manufacturers of carriage paints, manufacturers of carriage varnishes, manufacturers of bolts and nuts, manufacturers of wood screws, manufacturers of tire steel and bar iron, manufacturers of rubber cloth, manufacturers of enamelled and oil cloth, manufacturers of plated wire mountings, manufacturers of malleable iron. In all about 40 or 50 factories are employed in supplying these industries. The manufacturers of carriages had no reason to complain of the duties on these materials, which are from 20 to 50 per cent., as the duties on finished carriages protect their own trade from American competition. The present duties on carriages are : On carriages costing more than $50, 35 per cent.; on carriages costing not more than $50, 25 per cent. If any reduction in the duty on carriages were made at this time the whole trade would be very seriously affected, as the business in the United States is in a very demoralized condition.

Mr. S. Morrison, of the Canadian Composite Board Co., asked for a reduction of the duty on raw material, namely, glue.

Mr. Robert Mitchell, manufacturer of gas metres, steam fittings and plumbers' goods, asked that the duties on such materials remain as they are. They received tubing, sheet brass, copper and zinc free, and he hoped the Commissioners would not make any change.

Mr. Thomas M. Morgan, representing the cement manufacturers, expressed himself as satisfied with the tariff as it is. He stated that if the industry was left alone it would continue to progress and prosper. The Canadian cement was fully equal to the imported cement.

Mr. Tarte asked if any of the Canadian cement had been used by the Government.

Mr. Morgan said he understood that the Rathbun Co,, of Deseronto, had received a contract for the Trent Valley canal.

Mr. Tarte said he would be pleased to test the cement at the Public Works Department.

TO REMOVE INK STAINS.

Ink is about the worst stain we have, and if on the carpet "sop" up immediately with clean cloths and fresh water for every dip until the worst is out, and then sop up with milk. We use the word "sop" because we do not mean rub. Perhaps we should say "dab." Never rub out any stain on a colored material, but make quick down dabs at it with a clean cloth always. Ink on any goods that can be handled can be soaked out in milk. Wash all the ink out immediately, and put the goods, or the stained portion of the goods, into a stone pan and cover with milk. Persist, and the ink will disappear. If the stain has dried in, it will be slower of removal, but time, milk and patience will remove it.

HOW TO DO BUSINESS.

"Take that bicycle," said the dealer to his assistant, "and put it in the window with a sign announcing that its price will be $65 for this week only."

"Supposing we don't sell it, shall I change the price next week?"

"Certainly. We never deceive the publick. Next week its price will be $60."—Washington Star.

TWO IN ONE.

Merchant—"What position do you desire in our establishment, sir?"

College Graduate—"Oh, something like confidential adviser or general manager."

Merchant—"Good! You may have both jobs. I will make you an office boy."—Judge.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan 1, 1897.

HARDWARE.

THE week has been a quiet and featureless one in general hardware circles. No one can be surprised at this, considering the holiday dissipation, the lack of snow, which is a serious defect in this province, and other influences. What little movement there was, was confined to cutlery, skates and sporting goods. All other branches were practically motionless.

FENCE WIRE — Trade has continued very quiet this week. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc.

PLAIN WIRE—Hardly any business doing. Discounts on coppered iron and coppered spring are 20 per cent. f.o.b. Montreal.

BARBED WIRE—Few transactions of any moment. We quote: $3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Trade has been very quiet this week. Discounts are: 75, 10 and 2½ f.o.b. in this province, 75 and 10 in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 75 and 7½ in Maritime Provinces, 75, 10 and 2½ in British Columbia, and 70 and 5 in Winnipeg.

CUT NAILS—Some mail enquiry regarding cut nails is noted, but resulted in little business. We quote $2.30 f.o.b. Montreal.

HORSE NAILS—Orders have been few and far between. Discount, 50 per cent.

HORSESHOES — Demand has shown no variation, ruling exceedingly dull. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

TACKS—Continue as last reported.

SCREWS—A few small orders are reported. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE — Discounts 10 to 12½, and demand nil at the moment.

CARRIAGE BOLTS—Few of these were asked for this week. Discount 60 per cent.

TIRE BOLTS—Continue quiet at 65 and 10 per cent.

IRON RIVETS—The same as last week. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER AND TINNED RIVETS—Nothing doing, with discounts, 50 and 10 on copper, and 65 and 5 on tinned.

ROPE — A few small lots asked for at: Sisal, 6¼ to 6½c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

CUTLERY—Fancy cutlery in a sorting way furnished quite a few orders up to a day or so ago. At this writing demand seems to have ceased.

SPORTING GOODS — Without change, a few guns, rifles, etc. moving.

CHURNS AND CLOTHES WRINGERS—Continue quiet as noted, and the advance has not induced any enquiry.

TOOLS — Without change, a few orders for snow shovels being the sum total of the movement.

AXES—Prices are unchanged at $5 to $9 and business continues quiet.

BUILDING PAPER—No activity to report. We quote: Plain building, 30c.; tarred lining, 40c.; and roofing, $1.40 to $1.50.

SKATES—A fair lot of trade has been noted in these.

WARE—Without new feature.

BELTING— Unchanged as follows: 40 to 45 and 10 and 55 per cent., according to grade.

CEMENT—Quiet and steady. English, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS—The same as last week, $17.50 to $22.50.

METALS

There is no change in the heavy iron and metal market, business ruling quiet and values generally steady.

PIG IRON—Not a single transaction in pig is noted. We quote as follows: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON— Nothing doing, with prices rather steadier in tone at $1.45 to $1.55.

BAND IRON—Unchanged, at $1.75 for domestic, as noted last week.

HOOP IRON— No business of importance has been transacted. Prices are steady at $2.25.

SHEET STEEL—Without change, at $2.60 to $2.70.

SHEET IRON—The same remarks apply to sheet iron on the basis of $2.50.

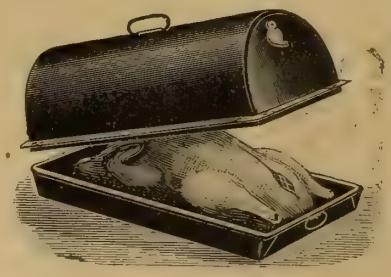
GALVANIZED IRON—Stocks are small and prices steady at $5.75.

TINNED IRON — Firmly held at $5.75 to $6.

LEAD PIPE—No trading to report, while

TURKEY TIME IS NOW AT HAND...

The most modern way of cooking them is in a



Covered Roasting Pan

SELF-BASTING, AND RETAINS THE FLAVOR OF THE FOWL.

Three Sizes, Nos.	2	3	4
Dimensions,	9 x 14¾	10½ x 15½	12½ x 17½
List Price,	$0.80	$1.00	$1.20

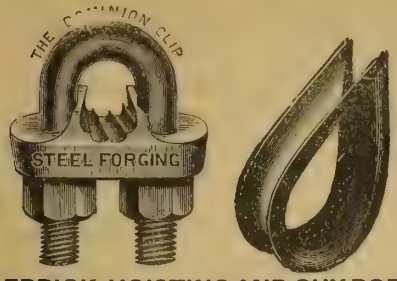
A SAMPLE ORDER IS SURE TO SELL OTHERS.

WISHING ALL OUR PATRONS A PROSPEROUS NEW YEAR

The McClary Mfg. Co.,

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

299 St. James Street and 10 Victoria Sq.

Send for 1896 Catalogue **MONTREAL**

Millions

We make millions of horse nails yearly; each one of which has been carefully sorted and examined by experienced sorters to discover any defects. All our nails are warranted perfect, and may be exchanged free of cost, if found otherwise. They are the most economical to use, as there is not a bad nail to be found in any of our boxes bearing our "C" brand and name.

CANADA HORSE NAIL CO.

Montreal.

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

prices are steady at 7 to 7½c., with 30 and 5 off.

SOIL PIPE—Discounts, 60 and 5 per cent., with nothing doing.

PIG LEAD—Quiet and steady at $3.25 to $3.35.

INGOT TIN — Remains as last noted, at 15 to 16c.

INGOT COPPER —Without change, prices ruling steady at 13c.

SHEET COPPER —The supply of this is understood to be lighter than estimated. Prices are steady at 17c.

IRON PIPE—Dull but steady. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES —Enquiry for future account is again noted, and prices are firmly held. We quote $2.55 to $2.65.

TIN PLATES—Stocks are light and values firm all round. We quote: Coke, I.C., $3 to $3.25; coke wasters, $2.70 to $2.80; charcoal, I. C., Alloway. $3.25; do, I.X., $3.80 to $4.00; P. D. Crown, I.C., $3.75; do, I.X,, $4.50.

TERNE PLATES—The same as before, at $5.85 to $6.25.

BOILER PLATE—Without change, at $1.85 to $1.90.

COIL CHAIN —Little or nothing doing and values steady.

SOLDER—Unchanged at 11½ to 12c.,

SHEET ZINC —Dull but steady at $5 to $5.25.

SPELTER—Prices steady, at $4.50 for Silesian, and $4.75 for Ville Montagne.

ANTIMONY—Featureless, at 10c.

GLASS.

No activity is apparent in window glass, but the feeling generally is steady. We quote: First break, $1.30 to $1.35; second, $1.40 to $1.45 per 50 feet; and $3 to $3.10 for third break, per 100 feet.

PAINTS AND OILS.

There is no change in this department of trade. Business continues quiet and prices generally steady.

WHITE LEAD — Nothing doing. We quote: Choice brands Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; dry white, $4.50.

RED LEAD—Steady and unchanged. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Without alteration.

LINSEED OIL—No business doing and prices steady. We quote: Raw, 47c., and boiled, 50c. net 30 days; 5 and 10 barrels 1c. per gal. less.

W. G. HARRIS

Wholesale Buyer

. . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

Theile & Quack's

HORSE CLIPPERS

Victor

For Sale by . .

WOOD, VALLANCE & CO.

Hamilton, Ont.

"Berger's Paris Green"

Means the best Paris Green that's made — deepest in color, quickest to kill—therefore the most satisfactory to sell.

When a farmer buys Paris Green he wants something that'll kill the bugs **dead**, not half kill them. That's what Berger's does — it's sure — it's swift.

Wholesale Selling Agents for Canada

The **Walter H. Cottingham Co.** Ltd.

MONTREAL

TURPENTINE—Quiet and steady, at 44c in single barrels, net 30 days; 5 barrels 1c. less.

SEAL OIL—As quoted last week, 52½c.

CASTOR OIL—Dull but steady at 9½ to 10c.

PUTTY—Quiet at $1.85 in bulk.

NAVAL STORES—Dull and unchanged. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There has been little to report in connection with heavy chemicals. We quote as follows: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50.

HIDES.

Dull and unchanged at 7, 6 and 5c. per lb. for beef hides, 75c. for lambskins and 4 to 6c. for calfskins.

PETROLEUM.

The market is rather firmer this week and values are ½c. higher. We quote as follows: Canadian refined, in car lots, 15½c.; smaller quantities, 16½c.; American pure white, in car lots, 18c.; water white, 20c., and Astral, 22c., less 2 per cent. In small lots pure white is quoted at 19c.; water white at 20½c. and Astral at 22½c.

ASHES.

There has been no change in ashes. We quote: First pots, $3.40; seconds, $3.05, and pearls, $4.45 per 100 lbs.

COAL.

The coal market continues steady. We quote stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4.

ONTARIO MARKETS.

TORONTO, Jan. 1, 1897.

HARDWARE.

ALL the travelers are in the warehouses this week, and consequently nearly all the orders are by letter. The volume of business is consequently light. On Monday, however, at least some of the travelers will again be on their respective routes, when business may be expected to again assume its normal conditions. The most interesting features of the week are a decline of 25c. per keg in the price of horseshoes and a sharp advance in the price of spades and shovels.

ORDINARY FENCE WIRE—Quiet and unchanged. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC. — Still quiet. We quote: Tinners', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

BARB WIRE—Dull and unchanged. We quote as follows: In Ontario (towns on Midland Railway excluded, where the price is $3): Barb wire, $2.85; plain twist, $2.85 per 100 lbs.; staples, $2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—Trade has been rather slow, orders booked being few. Discounts are 75 and 10 per cent. Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 75, 10 and 2½ per cent.; Maritime Provinces, 75 and 7½ per cent.; British Columbia, 75, 10 and 2½ per cent. f. o. b. factory; Manitoba and the Territories, 70 and 5 per cent.; Winnipeg, 70 and 5, delivered.

CUT NAILS—Trade is still quiet. Base price $2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is moderate. Discount, 50 per cent.

HORSESHOES—These have been reduced 25c. per keg for iron. The demand is altogether for small quantities. We quote, f.o.b. Toronto: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton.

SCREWS—Trade fair. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Quiet and unchanged. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Quiet. Discount, 60 per cent.

RIVETS AND BURRS—Business continues fair. We quote as follows: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—Trade has fallen off to a marked extent during the past week, and there is now practically nothing doing. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ⅜ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

SPORTING GOODS—While very few guns and rifles are being called for, the demand for ammunition is fair for the season.

CUTLERY—Trade during the past couple of weeks has been exceptionally good with the retailers, and the wholesalers also report a good business.

CHURNS—As far as shipments from stock are concerned there is virtually nothing doing, but orders are beginning to be booked for delivery in the spring. Discounts: 65 and 5 per cent. f.o.b. factory and 65 per cent. from stock. Terms, 3 per cent. off for cash 30 days.

CLOTHES WRINGERS—Orders are slow. We quote: "Royal Canadian," with brass corners, at $29.50 and the "Lightning" at $30 per dozen, usual terms.

SPADES AND SHOVELS—There has been a marked advance in these, and some change has been made in the manner of quoting, some being sold at net figures and others at discounts of 40 to 42½ per cent. "Old's" brand is quoted at $7.37 per doz.

SNOW SHOVELS—The demand is fair at $2.60 to $2.75 per dozen.

AXES—Trade is rather slow. We quote $5.25 to $9.

BUILDING PAPER — The demand is not nearly as good as it has been. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.45 to $1.50 per 100 lbs.

SKATES—Trade was brisk up to the end of last week, but at the moment orders are for small quantities.

LEATHER BELTING—The conditions are much the same as a week ago. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

CEMENT—There is not much doing. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

METALS.

The metal trade is quiet and without special feature.

PIG IRON—We hear of no transactions

and prices of domestic are nominally $16.50 for No. 2 in ordinary lots.

Bar Iron—Trade is exceptionally quiet. Base price, $1.50 to $1.55 f.o.b. factory, and $1.60 to $1.65 from stock for ordinary quantities.

Hoop and Band Iron—Trade is about on a par with that of last week. We quote $2.25.

Sheet Steel—Trade remains steady and prices unchanged. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

Black Iron — Much about the same applies to this line as to sheet steel. We quote as follows: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

Galvanized Iron—There is scarcely anything doing outside import orders. We quote Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

Tinned Iron—Business is still quiet. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

Lead Pipe and Traps—Trade is quiet. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

Soil Pipe—Quiet. Discount, 60 and 5 per cent.

Pig Lead—Still quiet. We quote: 3¼c. for ton lots and 3½c. for small lots.

Ingot Tin—Quiet at 15 to 16c. according to quality.

Ingot Copper—Very little business is being transacted. We quote 12 to 12¼c.

Sheathing Copper, Etc.—Sheathing, roofing and braziers' copper are all quiet. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

Iron Pipe—A good deal of iron pipe in small quantities has been moving during the week. We quote as follows: ¼-inch, 60 and 2½ per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ to 50 per cent., larger sizes, 50 to 50 and 5 per cent.

Boiler Tubes—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

Corrugated Galvanized Iron

Any size Sheets up to 96 x 33 inches

ROOFING
SIDING
CEILING AND
FENCING

NOW IN STOCK
22, 24 and 26 Gauges

QUALITY UNEQUALLED
PRICES RIGHT

See that you get the "OWL" Brand

METALLIC ROOFING CO., LTD.,
Manufacturers
Cor. King and Dufferin Sts.
TORONTO

Range Boilers — Quiet. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates—All contracts booked for delivery as required. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

Tin Plates—Trade has been quiet during the past week. We quote cokes at $3.15 for 14 x 28 and $6.25 for 20 x 28.

Coil Chain—Quiet and unchanged. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ n., $3.25. Large quantities can be shaded.

Terne Plates—Dull. We quote: I C, $6; I X, $8.

Sheet Zinc—Orders are still small. We quote: Cask lots, 5¼c.; small lots, 5½c.

Zinc Spelter—Quiet. Prices are firm. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

Antimony — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

There is a fair demand for copper materials, but trade generally is quiet and prices unchanged. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7½c. per lb.; bottoms, 7½c.; new light, 7¾c; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

There is no feature worthy of notice, trade being quiet. We quote window glass as follows: Fifty-foot boxes, first break, $1.20 to $1.25; ditto, second break, $1.30 to $1.35; 100-foot boxes, first break, $2.30; second break, $2.50.

PAINTS AND OILS.

The only thing of interest to note in connection with this line of trade is the formation of an association by the white lead grinders of the country and a consequent advance in prices. This matter is referred to at greater length in our editorial columns. Trade in paints and oils is almost at a standstill.

White Lead—Ex Toronto, we quote: Pure white lead, $5; No. 1, $4.62½; No. 2, $4.25; No. 3, $3.87½; No. 4, $3 50; dry white lead in casks, $4.50.

Red Lead—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

Paris White—We quote 90c.

Whiting—This sells at 60c. per 100 lbs.

Linseed Oil — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

Turpentine—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

Gum Shellac—30 to 32½c.

Castor Oil — In cases, 9c. per lb. and 9½c. for single tins.

Litharge, Orange Mineral and Red Lead—We quote: Genuine red lead, in 100-lb. kegs, $4.25; No. 1, do, $4.

Pumice Stone—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

Putty—In bulk, casks 800 lbs., $1.65 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $1.95; 25-lb. tins, 4 in case, $2.10; 12½-lb. tins, 8 in case, $2.35.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lambskins, 80 to 85c.

WOOL—The market is steady. Dealers are paying 21 to 22c. for combing fleece, 17c. for rejections. Pulled supers are 20 to 21c. and extras at 22 to 23c.

MARKET NOTES.

Iron horseshoes are 25c. per keg cheaper.

The manufacturers will meet in Toronto next week.

A sharp advance has taken place in the price of spades and shovels.

Mr. Frank D. Benjamin, of M. & L. Samuel, Benjamin & Co., is spending the New Year holiday in New York.

The white lead grinders of Canada have formed an association and advanced the price of pure lead to $5 per 100 lbs.

H. S. Howland, Sons & Co. have been appointed agents in Canada for Prouty parlor and barn door hangers. These hangers are referred to in the firm's advertisement on page 7 this issue.

UNITED STATES MARKET.

NEW YORK, Dec. 31, 1896.

PIG TIN—The market is unchanged from yesterday, with very little doing. London futures were slightly off from close of Monday, but spot prices remained steady at £58.

COPPER—The market is a shade firmer. The position of copper compares very favorably with that of any other metal. The large consumption in Europe for electrical plants and the recent gradual advance in the London market are the source of much satisfaction to dealers here. London cables to-day showed a further advance of 5s. in both spot and future sales. In the New York market 11.45 to 11.50c. is about the price for Lake Superior, with 11c. for casting and 11¼c. for electrolytic. The undertone is strong.

PIG LEAD—The volume of business continues light, although the market is firm. The market can fairly be placed at 3.05c. for spot, though lower prices might be quoted in instances, with future deliveries ranging to 3.10c. The necessities of buyers or the desire of sellers to dispose of stock might vary such prices. On the Metal Exchange 50 tons spot were sold at 3c.

SPELTER—The failure as yet of steel billet interests to reach a new agreement is having an unfavorable influence, as the large galvanizing houses are holding off from purchases of iron on that account. Business is light, with prices at 4.10 to 4.20c., according to brand.

ANTIMONY—A moderate volume of business with an unchanged market is all that can be reported. Regulus may be quoted at 7½c. for Cookson's, with 6½ to 6⅝c. for Hallett's, and 6½c. for Japanese.

TIN PLATE — Business is almost at a standstill, and there is no feature of interest to note.

IRON AND STEEL—There is no change from the dulness that has been apparent in pig iron for some time. The result of the meeting of steel billet manufacturers, which it is reported will be held in this city next week, is awaited with interest, as the recent difficulties in the pool have had a tendency to check business. While there is no quotable change in prices the market is a trifle weak, with a light volume of business.

MOST PROFIT

Is made in the long run on goods that give to customers best **SATISFACTION.**

NICHOLSON FILES

ARE THE

Best Sellers

Because they have had a **Universal Reputation** for 30 years of being the **STANDARD of AMERICA,** and they are well known to be **UNIFORMLY RELIABLE.**

NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

LARGEST PRODUCERS IN THE WORLD.

THE PROFIT IN COURTESY.

"It is worth the while of any young man," says a writer in a Minneapolis paper, "to cultivate himself for a gentleman. A good many young men try it and make a failure of it. This is because they begin on the outside and never get more than skin deep. Some go no further than the clothes. I know of nothing except a roach in a shortcake that looks more repulsive than a rowdy in good clothes. The cultivation of the gentleman begins from within. A man will dig a sewer better, he will hoe potatoes better, he will sell goods better for being a gentleman. And, thank the Lord, any poor or busy man has both the means and the time to do the cultivating. Another thing to be thankful for is the fact that the gentleman can make both worldly and heavenly gain of this quality. I never heard of a gentleman clerk being fired from any good position, nor of a gentlemanly merchant losing any trade by his courtesy. On the other hand, you know yourself that you have gone the second time to trade at a store because a clerk took interest in you; because he behaved courteously toward you, and acted as though he wanted you to get the good end of the bargain. That is gentlemanliness behind the counter. But it isn't gentlemanliness if it is tacked on with big brass-headed tacks. Gentlemanliness is like modesty. It comes out on the sides, as it were, and is never thrust out into your face. Neither can it be thrust into a man by any short cut or patent process."

COMMERCIAL TRAVELERS MEET.

THE twenty-fourth annual meeting of the Commercial Travelers' Association of Canada opened in Shaftesbury Hall on Wednesday with a very large attendance. President Robert Gray was in the chair. On the platform were Messrs. A. A. Allen, J. C. Black, John Burns, C. C. Van Norman, and Hugh Blain, past presidents of the association.

The Board of Directors' report showed the total of the mortuary returns to be $32,064, and the accident payments $3,152.55. The financial statement showed a total expenditure of $44,457.67, and receipts of $54,965.71, giving a balance of $10,508.04, to be carried over to the permanent reserve fund, raising that amount to $260,811.20.

The election of officers resulted as follows:

President, R. J. Orr, representing Cobban Manufacturing Co., Toronto, who received 989 votes.

First vice-president, C. E. Kyle, representing H. P. Eckardt & Co. (by acclamation).

Second vice-president, M. C. Ellis, of the firm of P. W. Ellis & Co., Toronto.

Treasurer, J. C. Black, of the firm of W. R. Johnston & Co., Toronto (acclamation).

Directors for Toronto—Joseph Taylor, of Kilgour Bros., 914; T. M. Bayne, of Reid, Taylor & Bayne, 867; Wm. Cauldwell, of Brown Bros., 834; Joseph Mackay, of Gordon, Mackay & Co., 738; E. G. Starr, of G. Goulding & Son, 719; H. Goodman, of M. Langmuir Manufacturing Co., 680; H. Bedlington, of McMahon, Broadfield & Co., 679; Geo. West, of Chas. Boeckh & Son, 609; Richard Ivens, of McMaster & Co., 574.

Hamilton Board—First vice-president, John Hooper, of W. E. Sanford & Co. (acclamation.)

Second vice-president, W. E. La Chance, of Wood, Vallance & Co. (acclamation.)

Directors—Wm. Bremner, of Perkins, Ince & Co., 936; James Hooper, of G. F. Glasco, 683; H. G. Wright, of E. T. Wright & Co., 602; W. G. Reid, of W. G. Reid & Co., 544; J. H. Herring, 473; Fred Smye, of Balfour & Co., 455.

A MODERN BUILDING

Our New Catalogues

Illustrate all the latest and most up to date designs on the market.

Yours for the asking.

Finished in the interior with our Sheet Metal Effects leaves nothing to be desired.

JUL 17 1897

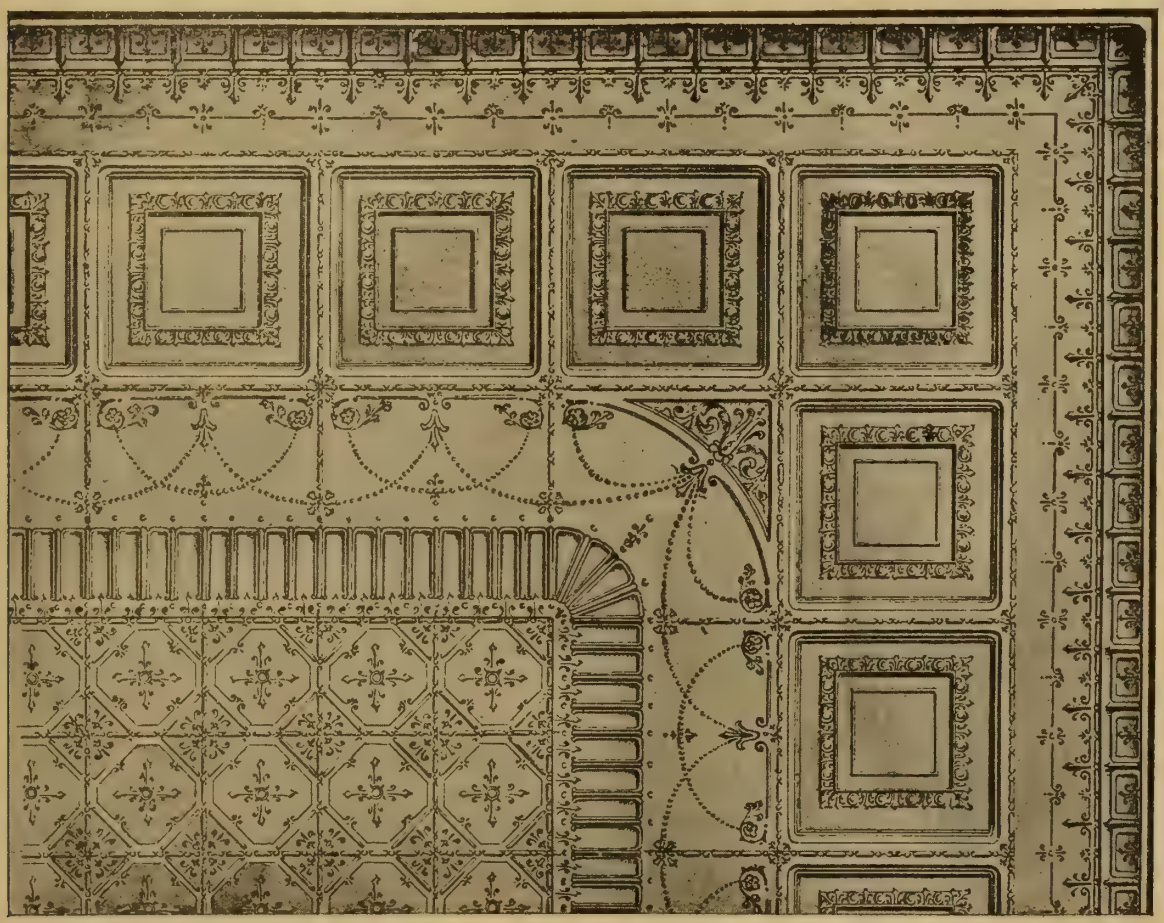


FIG. 19 (PAGE 15 OF OUR '96 CEILING CATALOGUE).

How Would a Steel Ceiling Look in Your Hardware Store?

The man who will identify himself with the handling of these goods in any locality is sure to build up a desirable and profitable trade. **Does this touch you?** Our prices always meet any legitimate competition.

THE PEDLAR METAL ROOFING CO.

The Largest Manufacturers of Sheet Metal Building Materials Under the British Flag.

Head Office and Works:

OSHAWA, ONT.

HOW TO TAKE STOCK.

A THOROUGH knowledge of a stock is gained by frequent handling. At stock-taking time every article is gone over and counted. Thus many articles are encountered which may have been unnoticed for some time. The staples the merchant, of course, is perfectly familiar with, but there are many things which are not staples, and these goods, which usually yield a good profit, are often neglected and not properly presented to customers.

The dealer often overlooks many of his goods, because he does not handle the stock often enough. For this reason we claim that stock may often be taken twice a year, instead of once, with equally good results.

By experience we have found the following to be an expeditious and satisfactory manner of performing this task.

By it we can so divide up the work that each man can do something of it, and thus make the burden comparatively light on all.

Before describing the method, we would say that we strive as far as possible to have the stock arranged in the store in a well defined manner. Of course, some merchants are unable to do this on account of having a small or poorly arranged store. But as far as possible we aim to have goods of one kind, or similar in kind, as near together as possible. Most every man has his cutlery in one place, and how often do you notice knives and scissors or razors all near one another, and a little beyond table knives. We aim to have all knives following one another, such as table knives, pocket knives, bread knives, chopping knives, etc. In other words, we endeavor to classify our stock in groups, on the same principle as the arrangement of our price book.

We have a number of sheets ruled and punched to suit a binder used for the purpose. Each clerk is assigned a certain portion of the store in which to work. The sheets are all numbered in pencil, from one upward, in the office, and as the clerk is given a sheet by the bookkeeper, a record of his name and number of the sheet is kept.

This prevents danger of losing the sheets, and if one is lost the clerk's name is known, and the goods can be again counted.

As he fills the sheet it is returned to the office and priced and extended and added up.

Thus one man prices it, another can then extend it and add it; and thus all the office hands can be employed at once, instead of only one, as when a book is used to copy the stock into.

No copying is done, as the sheet is bound into a binder, each clerk initialing his own sheet. When the stock is all counted and all the sheets returned to the office the numbers are examined to see that none are missing.

After they are figured they are then classified according to the arrangement of the stock, which, as before mentioned, agrees with the order of the price book, and placed upon the binder and paged consecutively.

The footings of each page are then carried forward to leaves reserved for that purpose.

By this arrangement the amount of stock of any line of goods can be readily ascertained, and where it is thought advisable they are so shown in the recapitulation sheet, as, for instance, carriage bolts or screws.

Where by the old way of copying everything into a bound book the work extended over a week's time, we are now enabled to do the same work, in a better manner and more easy of reference, in less than half that time.—Iron Age.

GALVANIZED IRON AND STEEL EXPORTS.

The value of galvanized iron and steel sheets exported from the United Kingdom for the eleven months ended November 30th this year, according to the British Board of Trade returns, reaches the total of £2,598,269. In the same period of 1895 the total value was £2,009,942. Their largest buyers for the eleven months of this year were Australasia, which took £734,158; British East Indies, £426,372; British Possessions in South Africa, £294,873; Argentine Republic, £238,953; Brazil, £82,400; Chili, £84,057; Central America, £69,221, and Mexico, £40,892. In almost every country mentioned there has been a decided increase this year over the business done in the same period of 1895. Chili was an exception to this rule, as her importations for the eleven months of last year exceeded those of the corresponding period of 1896 by £19,395.

PAID FOR HIS LESSON.

"Sir," said the new customer, as he looked over the change the storekeeper had just given him, "if you have no better knowledge of arithmetic than this I am afraid you won't do a very profitable business and may have to shut up shop."

"Shut up your own self, and don't stand there to sass me! I can take care of my business."

"But, my dear sir, pardon the familiarity, but your method of doing business"—

"That is all right. I know your little game. There's a quarter short, or something. You don't bamboozle me out of one cent."

"All right! I was only going to say"—

"You've said too much already. Now, you get out of here before I get mad. I gave you change for $2 as straight as a string. Isn't that right—hey?"

"No, sir, I gave you"——

"Get right out," shouted the storekeeper, and as he reached under the counter with a threatening air, the customer stood not on the order of going, but went at once.

Fifteen minutes later The Detroit Free Press contributor saw an excited man dancing around that store uttering war whoops of distress. It was the storekeeper, and he was having a soliloquy with himself.

"Holy smoke! There isn't a two-dollar bill in the drawer. He gave me one dollar and I took it for a two! And I wouldn't let him give me back the change. Say, it's dead easy to be a fool, and not know it! Yah! yah!"

Church's . . .

ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

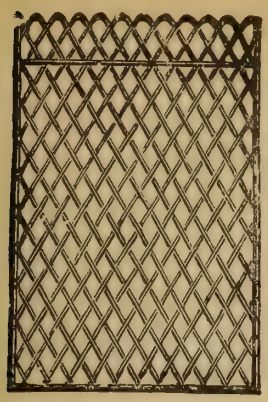
Sold by leading paint dealers everywhere.

Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.



GUARDS

Basement Window Guards.
Factory and Mill Window Guards.
School and Church Guards
Store Front Guards. Office Counter Railings.
Inside Fine Woven Wire Blinds, lettered or plain.

Write for Catalogue and Price List.

Manufactured by

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL.

HOBBS MANUFACTURING COMPANY

. . . LONDON . . .

GLASS

The largest and most complete stock of glass in Canada.
We are the only house making and carrying the full line.

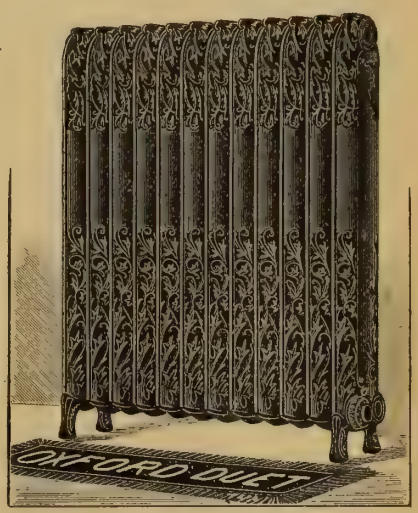
LOOK AT THIS LIST.

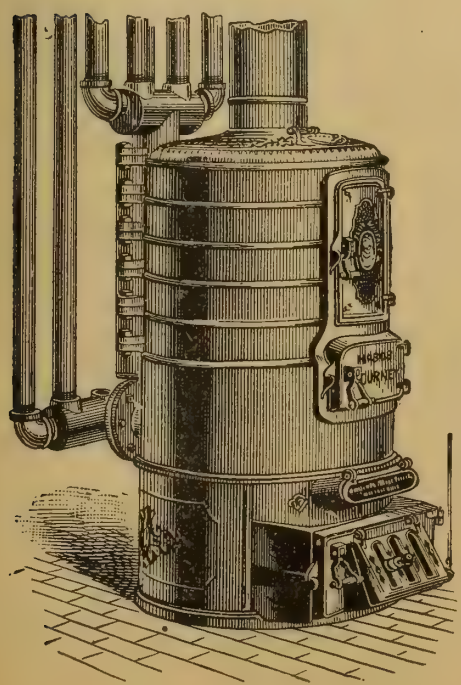
MIRRORS	LEADED WORK	MOSAICS
CATHEDRAL WINDOWS	16 and 21 oz. sheet.	SIGNS AND PAPER
PLATE GLASS	28 and 32 oz. sheet.	WEIGHTS
GERMAN MIRRORS	ENAMELS	STAINED GLASS
JEWELLED WINDOWS	Tints of every kind.	PORTRAIT WORK

ASK FOR DESIGNS AND PRICES.

WE CAN PROVE every statement we make regarding the superior worth and capabilities of

"OXFORD" Boilers and Radiators





For

HOT WATER OR STEAM

They have been adopted by the Dominion Government, are endorsed by leading architects and engineers the world over, and never fail to give complete satisfaction. The **RADIATORS** are of unequalled construction and graceful design, representing all the best ideas and latest improvements, in an immense variety of sizes and styles.

SEE OUR CATALOGUE FOR FULLER DETAILS AND PRICE LIST . . . . .

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

THE CANADA PLUMBER AND STEAM-FITTER

THE contract for supplying the heating and plumbing for the Foresters' new hall at Bay and Richmond streets, Toronto, has been secured by the Bennett & Wright Co., Ltd. The figures are understood to be slightly under $30,000. The first couple of tenders were pretty close to each other, there only being a difference of about $15. W. J. McGuire & Co. were the second lowest tenderers. Everything seems to be coming the way of the Bennett & Wright Co., it having secured, it will be remembered, the contract for the new civic and county buildings at Toronto.

These are the new officers of the Master Plumbers' Association of London: President, W. H. Heard; first vice, W. Smith; second vice, — Guinog; treasurer, T. Partridge; secretary, W. Skelly; sergeant-at-arms, C. W. Walker; representative to National Convention, — Holland. Every member was present at the meeting.

Mr. Hugh Wallace, secretary of the Master Plumbers' Association of Hamilton, was in Toronto on Tuesday.

CONNECTING WATER SUPPLY TO BOILER.

From T. C. W., Illinois.—Will The Metal Worker kindly explain the reason why, in supplying cold water to a kitchen boiler, it is the practice to take the water in at the top of the boiler and carry it down by means of a pipe inside of the boiler to within three inches of the bottom? Would it not answer equally as well, and often require far less piping, to admit the cold water, say, through the side of the boiler three inches above the bottom? Every one knows that the hottest water is at the top of any vessel, and it is always desirable to keep it as hot as possible, so, I ask, where is the philosophy in passing this cold water down through the hot water in order to reach the bottom of the boiler, thus lowering to that extent the temperature of the hot water at the top of the boiler? Please explain why this is done and why it has become the general practice of the day.

Answer—The cold water supply to a boiler has not always been connected at the top and the present way of attaching the supply represents the progress of the practice until what is generally conceded to be the best method has been reached. If the water supply was connected at the bottom of the boiler there would be nothing to prevent all the water running out of the boiler in case of a leak in the service pipe before it reached the boiler. In order to overcome such a possibility the supply pipe has been run up on the outside of the boiler to the top, where it was turned down and connected at the bottom of the boiler, as suggested, the idea being to prevent the water running out of the boiler in case of a leak, as described. This proved ineffectual, however, as it did not prevent siphonage. By running the pipe down inside the boiler the cold water is delivered at the bottom, where it has less influence on the hot water in the boiler than if it was delivered immediately at the top. A hole in this inside pipe near the top prevents siphonage. In cases where the boiler is large and the water back is small it is not unusual for the delivery pipe to stand full of cold water, but where the boiler and water back are properly proportioned to each other it is not uncommon for the hot water to back into the supply pipe several feet, consequently the cooling action is lost. It is important that the water shall not be exhausted from a boiler when connected with a water back lying in a fire chamber. Two damages are possible under such circumstances, one being the destruction of the water back or the melting of the pipe connections, when of lead, by the heat. The other is more serious, for should the water suddenly flow into the boiler and to the water back, when the water back is highly heated, an explosion is sure to follow, and in some instances the force has been sufficient to wreck a portion of the building.—Metal Worker.

IS GAS A MINERAL?

Judges Wallace, Lacombe and Shipman, of the United States Circuit Court of Appeals, have a question before them for decision regarding which there appears to be decided variance of opinion among chemists, geologists and scientific men generally, namely: "Is gas a mineral?" The question arises in connection with the suit brought by the United States Collector of Customs against the Buffalo Natural Gas Fuel Co., which corporation pipes gas into Buffalo from natural gas wells at Shirkston, in the province of Ontario, Canada.

The Customs collector at Buffalo classified this natural gas as dutiable at 10 per cent. claiming that it is an "article" coming within the tariff law that "all raw or unmanufactured articles not enumerated in this Act must pay ten per cent. duty," but on May 20, 1893, the Board of General Appraisers reversed the decision of the collector and sustained the claim of the gas company that natural gas is exempt from duty under section 651 of the Tariff Act of 1890, which exempts "minerals, crude or not advanced in value or condition by refining or grinding, or by other process of manufacture, not specially provided for in this Act." Subsequently the United States Circuit Court of the Northern District of New York affirmed the decision of the appraisers and an appeal was taken to the Circuit Court of Appeals and was argued before Judges Wallace, Lacombe and Shipman, they reserving decision.

The gas company claims that natural gas is crude [bitumen or] crude mineral, and hence not dutiable. The Buffalo collector of Customs disputes this, and by each side a formidable amount of scientific opinion and expert testimony has been adduced. But this opinion and testimony is confusingly at variance, as is shown by the answer of George H. Eldridge, of the United States Geological Survey, to the question, "What is your definition of the word mineral?" Others had given definitions, but he said: "I should say, I think it impossible to give a definition that would hold." Other experts give opinions as to whether gas is a mineral or not, but these opinions vary, and so the question remains for solution with the learned judges mentioned.—N. Y. Journal of Commerce.

PLUMBING NOTES.

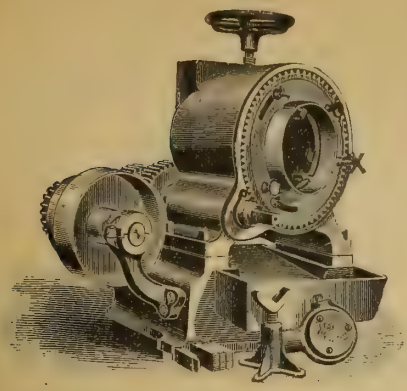
A. Demers & Co. is the style of a new plumbing firm in Montreal.

ADVANTAGES OF FRIENDLINESS.

It was said of old that two of a trade never agree; to-day the warmest friendships are formed in every department of human effort among those in the same business; each visits the other's counting-house, factory, warehouse, and are shown the different methods, all the improvements, new inventions, and freely adapt them to their own business. Affairs are now too great to breed petty jealousies, and there is now allied with the desire for gain the desire for progress, invention, improved methods, scientific development and pride of success in these important matters; so that the dividend which the business man seeks and receives to-day is not only dollars. He receives with the dollar something better, a dividend in the shape of satisfaction in being instrumental in carrying forward to higher stages of development the business which he makes his lifework.—Andrew Carnegie.

ASBESTOS DINING-TABLE COVER.

Table mats, on which to place hot dishes, are no longer used, as the heavy felt undercloth is intended to be sufficient protection for the table; but many housewives have found the top of their handsomely-polished tables defaced by the marks made by hot dishes, says an exchange. If a sheet of asbestos paper is put under the felt cloth the table will not be injured in the least from this cause. At teas or luncheons, when the polished table is used with doylies instead of cloth, asbestos mats may be covered with prettily embroidered doylies for the hot dishes. One of these mats covered with a doylie, which should be larger than the mat, is much prettier to use than any teapot stand that can be purchased.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS

No. 23 Garden St.
Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

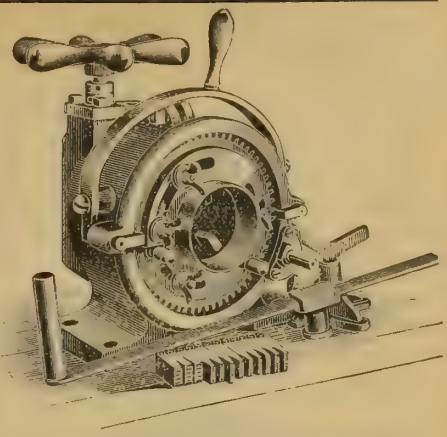
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

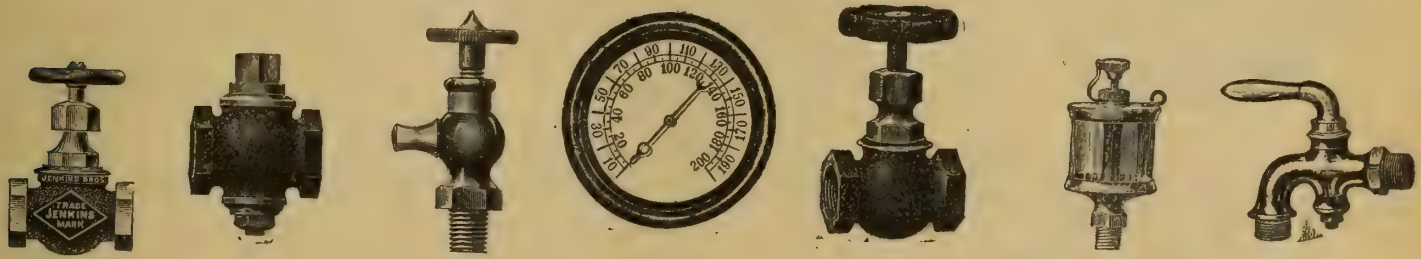
The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ⅛ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.



FULL LINE OF

BRASS GOODS

OF THE VERY BEST MAKE.
AT THE VERY LOWEST PRICES.

Mechanics Supply Co.

96 St. Peter Street —— QUEBEC

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods

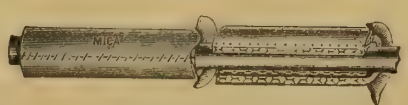
Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

ARMSTRONG MAN'F'G. CO.

BRIDGEPORT. CONN.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "**Inventors Guide**" and "What profitable to invent," **Free. MARION & LABERGE,** Engineers & Experts, 185 St. James St. MONTREAL.

RADIATORS

See our advertisement on front cover

TORONTO RADIATOR MFG. CO.

TRADE MARK J REGISTERED.

"JARDINE"

Horseshoe Vises . .

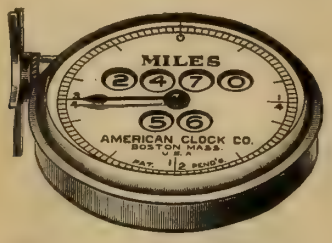
One of the handiest winter tools in a shoeing shop. Useful at all times, they are indispensable in winter.

A. B. JARDINE & Co.

HESPELER, ONT.

A NEW CYCLOMETER.

WHAT is claimed to be one of the neatest, most compact and thoroughly accurate of measuring devices is the American cyclometer, which is just being put upon the Canadian market. In addition to registering the rider's total mileage the apparatus also keeps a record of individual trips. On the upper line of figures a continuous account up to 10,000 miles is kept, and then the dials are so arranged that they repeat. The lower line registers the number of miles ridden each trip. The mechanism



THE AMERICAN CYCLOMETER.

of the device is so arranged that the trip dials may be turned back at the completion of a ride without interfering with the action of the upper line of figures. The cyclometer measures one and one-half inches in diameter, and with its adjusting bracket weighs but two ounces. The accompanying cut is an exact size of the cyclometer. H. S. Howland, Sons & Co. announce that they have been appointed agents for Canada for this cyclometer, and as cyclists to whom it has been shown speak highly of it a good sale is anticipated during the coming season. H. S. Howland, Sons & Co. are now in a position to quote prices and book orders.

A TRAVELING DEPARTMENT STORE.

A WRITER in a New York daily relates an interview with a traveling salesman who extols quite highly a department store of the itinerant species, which he came across in a Tennessee town. The statements regarding the enterprise and the success it achieved are evidently true, but it seems rather impossible that a self-respecting traveling man would openly endorse an affair of this kind, which comes into unfair competition with the established stores of the towns to which it makes its transient visits.

"The more I saw of it," he said, "the more it struck me as being a good thing. The tent was larger than any storeroom in town, and it was filled with temporary counters, on which all manner of cheap and pretty things were displayed. Dry goods, hankerchiefs, shoes, notions of all kinds, hats, clothing, table linen, household hardware and tinware, cheap pottery—in fact, everything that the rural population would be pleased with, and which, as a rule, was not to be found in the regular stores of the town. The display was made most attractive and the tent was gayly decorated with flags all over, making a show like a genuine circus. As the proprietor told me, he caled it 'The Circus,' because there were 'fairs,' and 'bazars,' and such, too many of that kind, and, besides, the country people always like to go to a circus. On rainy days he shut up shop, so as to keep his tent in better condition, and he said he found that he always made up for it by larger crowds on bright days. He never sold less than two weeks in any town, and to those of 5,000 and upwards he gave a month or more—at least, he had so billed them, though, as yet, he had not been on the road long enough to stay that long in any place. When I called on him he had hired two extra clerks, and the tent had at least 100 people in it, mostly walking around looking at the things and enjoying it as much as they would a show. He said he was going to have more fall goods meet him at the next town, and also ten cheap bicycles, and that he had sold twenty-four bicycles since he started out. As to the success of the undertaking, he very frankly told me that for the six weeks he had been out he had paid all his expenses, owed nothing for goods, and had $300 to his credit in his home bank, besides a hundred or so dollars he carried along for emergencies. He closed his tent at 6 o'clock, and I sat up with him until 9 o'clock that night, after taking a tip-top supper with him, and when I told him good-bye I did so with the firm conviction that he had hit on a new idea and was working it right to make money out of it. I'll see him next month, and will find out then how he stands."

THE NEW RADIATOR FIRM.

The applicants for the incorporation of the Ontario Radiator Co., Ltd., referred to in last issue are: Thomas Kinnear, merchant; William Alexander Mitchell, merchant; Samuel Crane, merchant, Toronto; Sam. Jackson, moulder, St. Catharines; John Thomas Jackson, mechanical engineer; James Albert Keyes, barrister-at-law; Fergus James Travers, barrister-at-law; John W. Coy, gentleman; Henry Barber, accountant, Toronto. Thomas Kinnear, William Alexander Mitchell, Samuel Crane, Sam. Jackson, John Thomas Jackson, James Albert Keyes and Fergus James Travers are to be the first directors of the company. The capital stock is to be $300,000 in shares of 6,000 of $50 each. The headquarters and factory of the company are to be at Toronto, and the lines manufactured will be hot water and steam radiators, boilers and furnaces and other heating appliances.

LONDON ELECTRIC MOTOR CO.

The London Electric Motor Co. is seeking incorporation. The object for which incorporation is sought is the carrying on of a general electrical and mechanical implement and machinery manufacturing business, and the manufacture, making, instalation, equipment, operating and constructing of electric motors, electric repairs, electric plants for light, power and heat for all purposes and electric street and other railways, and to acquire the necessary real and personal property, including the property held and the business now carried on by London Electric Motor Co. The operations of the company are to be carried on in Ontario, and the general place of business of the company is to be London. The amount of the capital stock is to be $45,000 in 450 shares of $100 each. The names of the applicants are as follows: S. R. Break, W. H. Wortman, Charles E. A. Carr, Sylvester Potter, Arthur Gorman, T. J. Cahill, and Wm. Barton, all of London.

Samuel Reesor Break, Wm. Henry Wortman, Charles Edward Albert Carr, Sylvester Potter and Arthur Gorman are to be the first directors of the company.

BUSINESS IN NEWFOUNDLAND.

The Newfoundland correspondent of The Montreal Gazette writes as follows. The business of the year is now closing, and the general impression is that the staple industries—the fisheries—will show a fair average, and that the prices realized in foreign markets will, on the whole, be satisfactory. The failure of the cod fishery on Southern Labrador will have the effect of preventing any glut in European markets tending to depress prices. Shopkeepers are well satisfied with sales, and but little grumbling is heard. The importations of the year have been large, and, in consequence, the revenue is in a satisfactory state. Of course there will be poverty, in some cases destitution, in places where the fisheries have failed, but that destitution will be of comparatively limited dimensions, and such as unfortunately occurs in every country. One thing is certain—the cash trade is extending and credit is considerably curtailed—one of the best symptoms of a healthy condition of trade.

IN THE YEAR 1816.

Advertising at this period, and for fully fifty years after, was practised on a very different basis from that of the present time. Merchants, packet agents, etc., then advertised by the year for $40, and they could have as many advertisements as they thought proper. They did not occupy the space that is required by many at this time, as they did not resort to ad captandum and displayed headings and matter.—Haswell's Reminiscences of N.Y.

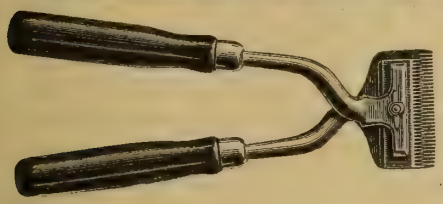
FINE.... ARTISTS' BRUSHES

C. H. Pencils
Mottlers, Etc.

Lamplough & McNaughton

See our Samples and Prices before placing orders. ...MONTREAL.

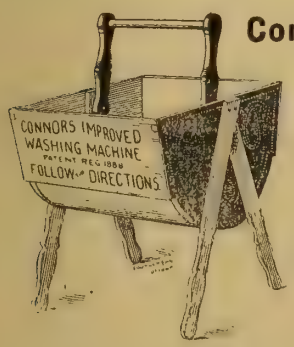
PERFECTION



Horse Clippers
Toilet Clippers
Razors, etc.

Are strictly the very best.

H. S. HOWLAND, SONS & CO.
TORONTO



Connor's IMPROVED WASHING MACHINE

Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

WRITE FOR PRICES ..

Agents wanted

J. H. Connor 525 Sussex St. **Ottawa**

Brushes

Have you seen
OUR PRICES
for this season? If not, it will pay you to do so, as they
ARE RIGHT

Send for price list and discounts, All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . **MONTREAL**
and Meakins & Sons, Hamilton.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

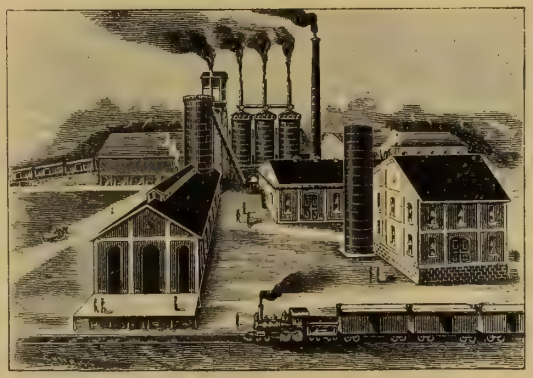
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



The Hamilton Blast Furnace Co., Ltd.

HAMILTON
Canada.

Manufacturers of
HIGH GRADE
Of....

PIG IRON.

CHAS. BOECKH & SONS TRADE MARK ESTD 1856 80, YORK ST. TORONTO

BOECKH'S STANDARD BRUSHES

The leading brushes and handled by the leading trade of the Dominion. . . .

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city. . . . . .

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS
. . . MANUFACTURERS . .
Toronto, Ont.

The R. A. McCREADY CO. Ltd.

We want hustling Agents to sell McCready Bicycles for 1897 . .

OUR MODELS

McCready No. 1 . .	$100	McCready Special	$65
McCready No. 2 ...	85	Juvenile	45

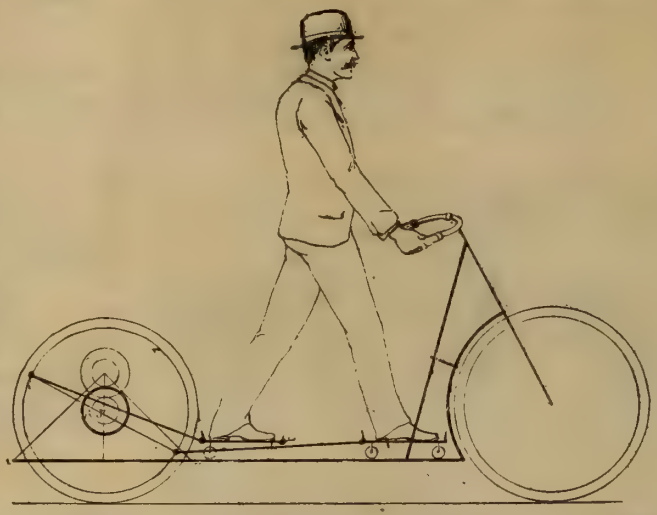
OUR TRAVELLERS

Will leave about January 1st with 1897 Models and a full line of Sporting Goods and Bicycle Sundries. Their goods are right; their prices are right. Wait for them.

The R. A. McCready Co., Ltd. 147-149 YONGE STREET **Toronto, Ont.**

A NEW TYPE OF BICYCLE.

A NEW type of bicycle, "La Trotteuse," is shortly to be placed upon the French market. The accompanying cut is an illustration of it. What distinguishes "La Trotteuse" from all other cycles is that the cyclist does not sit down on a saddle, but stands straight up on the machine pedals and walks. This difference is claimed to be of the greatest importance from a hygienic point of view. "La Trotteuse," by being more adapted to the natural movements of the human body, is less fatiguing, and it is also said that the muscular power of the frame is utilized more generally and efficiently than with the "Safety," as we know it. When walking on or in "La Trotteuse" at the ordinary rate of three steps per second a speed will be secured, we are assured, of 36 to 40 kilometres per hour, and this can easily be kept up for hours, not by a trained racer, but by any non-cycling man or woman who will simply take the trouble of stepping on to the pedals. The invention is, we understand, protected in France and all foreign countries, and the inventor is a priest or monk.



A RESULT OF HARD TIMES.

FOR some time past, however, various circumstances have conspired to impress upon me certain results of the panic which I have not seen discussed, or presented in any form in any paper that I have read. I am not alone in the opinion which I have formed, for it is frequently outlined in conversation by those with whom I come in contact. The central thought is that not only in a financial sense have business enterprises been shaken up and readjusted upon the basis of new estimates of values, and reduced schedules in general, but that also they have been shaken up with respect to the men in charge, for example, the heads of departments—in fact, as concerns the personnel from one end to the other.

An elderly gentleman engaged in a line of business which he has followed for some twenty years past in New York and vicinity, and which requires him to visit various lines of trade in a manner resembling and yet not exactly the same as a salesman, said to me the other day, "I find in the last few months that I am obliged to begin all over again. I go into a concern with which I have had pleasant business dealings for years, and am surprised to find that the man with whom I have been transacting my business no longer sits at the familiar desk. I ask for my old friend and am told he is no longer with the concern. Another, and a different sort of man, and, in many cases, a younger man, is there instead. Accordingly I have to begin at the bottom. It is almost like presenting my business anew. There is a perceptible interruption to business relations, and there is an immense amount of new foundation work to be done before I can get back to the same position that I occupied under the old management. Not only do I find this in occasional instances, but I meet it almost universally. Some establishments have seized upon the present opportunity to rid themselves of dead wood. Others have been compelled to content themselves with cheaper help. Others have seen the opportunity of pensioning men long in their employ and superseding their eminently satisfactory but somewhat old-fogey management by that of younger men and men altogether up to date. Were I to tell you," he continued, "the number of cases in which these circumstances come to light, you would be astonished. The firm name is not changed and yet, in many cases, there has been a shifting within the firm that amounts to a new concern. New men have been admitted and in many instances new capital has come in. It is not to changes of this latter kind, however, that I refer, as to the changes in the staff, in the active management."

Another man with whom I conversed on this point a short time since, confirmed all that this gentleman had said, and advanced a number of instances more than corroborating what I had first heard. My own point of view is different from that of either of the gentlemen referred to, and a thought that I expressed in conversation, perhaps as long as a year ago, fully describes the situation as I see it at present, and therefore I venture to submit it in this connection. The shake-up in business that we have had, both in a financial sense and with respect to persons in the direction and management of affairs, is comparable to a great storm or freshet which does terrible damage to a given section of the country. All my readers who have visited the scene of a disaster of this kind, for example, in the valley of some western river, will perhaps recognize the comparison. After the storm is over, after the flood has subsided, and after the sun has come beaming through the clouds, the bewildered and stricken inhabitants sally forth to estimate their loss and to begin to repair the damage. They appear almost paralyzed by the destruction around them. Fences are finally propped up, sheds are built in place of barns that were washed away, houses are partially repaired. As the work progresses, neighbors occasionally meet, and upon such occasions anxiously inquire, "How bad off are you?" "How much did you lose?" "How much of your stock has been recovered?" "Were any lives sacrificed?" Just so in the business world, men of late have been comparing notes. "What were your losses?" "Where do you find yourself now after the trouble is past?" "What are your plans for the future?" "Are you able to go forward, or must you drop where you are?" These questions may apply to the financial condition of a man, or they may apply in the sense of ability to hold his own in the general struggle and agitation of the business world.—"Vannaut" in N. Y. Business.

LARGE BICYCLE TIRES.

Bicycle makers, according to Industrial World, say there will be a great many 2-inch tires fitted to machines next season. There are only a few superintendents who do not anticipate being put to the necessity of constructing bicycles with sufficient clearance in the rear forks for the reception of unusually wide tires, some even going to the length of predicting that the bulk of tires next season will be of 1¾-inch diameter. Many, however, still cling to the belief that 1⅝-inch tires will, as this year, be in strongest demand. However the public taste may turn, it is certain that the bicycle makers are, by the use of D-tubing, prepared to accommodate tires of any reasonable width. The fact is very evident that a bicycle fitted with narrow tires is much more severely affected during the course of a season's service than one fitted with fat tires; bearings are not so liable to be racked, the frame joints are relieved of considerable vibration, riding is made easier, speed is not sensibly decreased, and liability to puncture is not increased. For country road riding there is nothing so easy and comfortable as large tires.

MANUFACTURE OF CAR WHEEL TIRES.

THE manufacture of tires for car wheels at the Adour Iron and Steel Works, near Bayonne, France, is of considerable interest, according to an exchange. The molten steel from the open-hearth furnaces is cast into spherical ingots in cast iron molds, which are made in the form of two hemispheres clamped together with the junction on a horizontal plane. When cold, the fin is carefully clipped off with cold chisels and the balls are sent to the reheating furnaces in the wheel works. After reheating, they are flattened down to a cheese-like shape under an eight-ton steam hammer, which is also used to cut off any superfluous metal so as to give tires of the requisite weight. They are then transferred to a 15-ton steam hammer, which has a circular die on its anvil and a conical projection on the underside of the tup. Here the blank is perforated and made into a thick ring by turning it under the hammer two or three times. It is then reheated and transferred to the roughing, and finally to the finishing rolling mill. Both these have two horizontal axes, one bearing inside and the other outside the ring, and are adjusted by hydraulic gear. A 400 horse-power engine drives these rolls. After turning on an hydraulic mandrel, the tires are picked up by tongs, carried by an hydraulic cylinder running on a circular overhead track, and transferred thence to the cooling plates, on which they are stacked a dozen or so together. This process is not by any means a modern one, for it was brought from the St. Chamonde Works, where it had been at work for many years, but the excellence of the product causes it to hold its own. In part this is due to the fact that the central part of the ingot, which may be defective on account of piping or segregation, is kept on the inside of the tire.

GOOD SHEET STEEL ORDER.

The Niagara Falls Metal Works Co., of Niagara Falls, Ont., has just booked an order from the Packard Electric Co. that will require 50,000 pounds of sheet steel. Six different pieces will be made. The Metal Works Co. is most completely equipped for cutting, forming and stamping sheet metal.

THE YEAR'S RAILROAD BUILDING.

The annual statement of the railroad construction to be published by The Railway Age of Chicago shows that during 1896 only 1,802 miles of lines were built in the United States; the smallest milage in any year since 1875. The number of lines on which this track is laid is 163, eleven lines less than the number of new lines added in the previous year. Track was laid in 38 of the 49 states and territories. California had 187 miles on 8 lines, Louisiana 154 miles on 5 lines, Pennsylvania 90 miles on 15 lines, Wisconsin 80 miles on 7 lines and Texas 83 miles on 8 lines. Many railway enterprises were under way early in the year which would have added hundreds of miles of track, but were stopped by the financial agitation preceding election. The building of fully 2,500 miles would have been the record for 1896, but for the political uncertainty.—N.Y. Journal of Commerce.

STANLEY'S ADJUSTABLE

BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.

No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00

SOLD BY ALL HARDWARE DEALERS.

Guaranteed to be the Best Preservative of Metals. Not Vaseline. Will retain its form in any climate. Not affected by heat or cold. Will **NOT** grow **RANCID.** Least required to coat work thoroughly. Use it to protect your tools. Largest Tube and Best Quality. Write regarding this or the best Repeating Rifles to

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of Belanger & Neven, general merchants, Lachine, has been called for the 4th inst.

Chas. B. Churchill, tinsmith, Woodstock, N.B., is offering to compromise.

John Dowswell, carriage maker, Lynedoch, has assigned to J. E. Baxter.

The Ira Cornwall Co., sporting goods, St. John, N.B., has called a meeting of creditors.

T. Bernard & Co., general merchants, Boucherville, Que., have assigned to Lamarche & Benoit.

SALES MADE AND PENDING

The stock of Wm. Powell, blacksmith, Victoria, B.C., is advertised for sale.

Thos. Wilkinson, general merchant, Alberton, P.E.I.; stock, etc., advertised for sale.

Herbert & Co., general merchants, St. Charles, have had their stock sold at 60c. on the dollar.

The hardware stock of S. A. Cawley & Co., hardware, Chilliwack, B.C., has been sold to C. B. Reeves.

The stock of J. B. Cellard, general merchant, St. Jean L'Evangeliste, Que., has been sold at 31c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Gilker & Wells, general merchants, Revelstoke, have dissolved.

Theo & F. Delage, painters, St. Henri de Montreal, have dissolved.

Stewart & McLean, tinsmiths, Glen Robertson, have dissolved. A. Stewart continues.

John A. Boyd, blacksmith, St. Stephen, N.B., has admitted Edgar Boyd as partner under the style of J. A. Boyd & Son.

E. Boucher and F. Descroiselle have registered a partnership in Sherbrooke to carry on business as tinsmiths, under the style of Boucher & Descroiselle.

Andrew F. Murray has registered to do business as tile worker under the style of Andrew F. Murray & Co., Montreal. Murray, Ball & Co., in the same line of business, have dissolved.

CHANGES.

Henderson Minner has opened a general store in Dunham, Que.

The Sinclair Canning Co., New Westminster, have been incorporated.

Hugh Ross is opening a general store in East Earltown.

G. B. McDermot & Co., general merchants, Golden, B.C., have sold Windermere business to C. C. McKay.

The Hamilton Granite Works have sold out.

W. A. Robertson is opening a general store at North Sydney, N.S.

Peter Duffie, general merchant, Hibernia, N.S., has sold out to Thos. Palmer.

A general store is being opened in Gainsboro, N.W.T., by Burke & Lockerby.

F. X. Labranche, general merchant, Thetford Mines, is commencing business.

Donald McLean has started business in Maxwell as blacksmith and carriage maker.

Otto Wile, general store, Bridgewater, N.S., is closing up branch store at New Germany.

W. S. Calvert, general merchant, Napier, has sold out to T. and G. Field, who take possession January 4.

FIRES.

The premises of McGowan Bros., hardware, Uxbridge, has been damaged by fire.

The engine and boiler works of John Perkins, Toronto, have been damaged by fire.

Philippe Bourassa, agricultural implements, Yamachiche, Que., has been burned out.

DEATHS.

James Atkinson, general merchant, Inwood, Ont., is dead.

Thomas Glass, of Thomas Glass & Co., harness, Toronto, is dead.

J. O. Hardy, of the firm of Hardy & Dubord, manufacturers of matches, and dealers in linseed oil, etc., Beauport, Que., is dead.

U.S. HARDWARE EXPORTS.

For the ten months ending October 31, 1896, exports of hardware from the United States show a total value of $5,029,034. The four principal markets were: United Kingdom, $1,042,265; Australasia, $754,922; Mexico, $588,851, and Germany, $422,712. For the same period in 1895 the total exports were $3,902,582, of which the United Kingdom took $698,235; Australasia, $562,071; Mexico, $299,104, and Germany, $338,601.

THE BERLIN BRUSH CO.

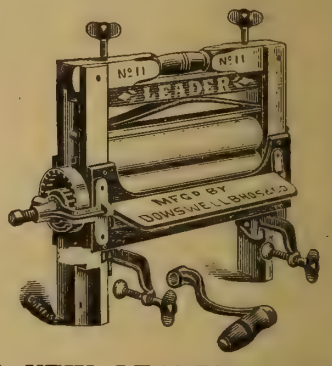
An important change has recently taken place in the management of the Berlin Brush Co.'s establishment, on Nov. 26th last Mr. J. B. Betzner assuming the position of manager. He will have the financial department immediately under his supervision, and as he is an expert in this line we may know what to expect. Mr. E. E. Kirsch, one of the most expert broom makers in the country, will have charge of the broom department, and Mr. Oliver Martin, a practical brush man, the brush department. This is what might be termed a winning triumvirate.

Abbott & Co.
ROLLING MILLS

Best Charcoal Rolled Iron. B. B. Axe Horseshoe Iron.

AND FACTORIES
MONTREAL

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel



THE NEW LEADER WRINGER
Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to
DOWSWELL BROS. & CO., Hamilton, Ont.

Sporting Goods . .
Leading dealers in all kinds of
WINTER SPORTING GOODS
COMPRISING—
Snowshoes, Mocassins, Skates,
Hockey Sticks, Punching Bags, etc.

Our *Hockey Sticks* are the finest shapes on the market, and the prices right. We are the leading house on *SNOWSHOES* and our *MOCCASINS* are the finest made.
Send for Samples and Prices.
The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc.
MONTREAL.

The Star Manufacturing Co.
Manufacturers of
CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.
Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.
NEW HAVEN, CONN.

WILLIAM HILL
. . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine.
327 St. James Street, - - - MONTREAL

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

R. DILLON,
Hardware Specialties,
OSHAWA, ONT.

FIVE MONTHS' TRADE.

Canada's foreign trade for the five months of the fiscal year ending November 30 amounted to $119,610,000, an increase over 1895 of $7,350,000. The exports amounted to $68,942,000 and for 1895 to 63,381,000, or an increase of $5,561,000. The value of imports entered for home consumption was $50,668,000 compared with $48,883,000 in 1895, or an increase of $1,785,000. The duty collected was $8,210,000 against $8,508,000 in 1895, a decrease of about $300,000. The figures for November month show an increase in exports, but a decrease of imports and duty collected. The imports for November, 1895, were $9,070,000, with a duty of $1,598,000, against $8,692,000 with duty of $1,421,000 in 1896. There is a decline of dutiable goods imported and an increase of free goods. Nevertheless, the November imports are nearly a million and a half greater in value than those of November, 1894. The dutiable goods in November amounted to $4,609,000 and the free to $3,854,000,000.

A BET AND A TRADE.

"Reckon I couldn't drive a trade with you to-day, squire?" said a genuine specimen of the Yankee peddler, as he stood at the Merchant's in St. Louis.

"I reckon you calculate about right, for you can't noways."

"Wall, I guess you needn't yet huffy 'beout it. Now, here's a dozen ginooing razor strops—wuth two dollars and a half; you may hev 'em for two dollars."

"I tell you I don't wan't any of your traps, so you may as well be going along."

"Wall, now, look here, squire, I'll bet you five dollars that if you make me an offer for them 'ere strops, we'll hev a trade yet."

"Done," said the merchant, and he staked the money.

"Now," said he, chaffingly, "I'll give you a sixpence for the strops."

"They're your'n!" said the Yankee, as he quickly pocketed the stakes; "but," continued he, after a little reflection, and with a burst of frankness, "I calculate a joke's a joke; and, if you don't want them strops, I'll trade back."

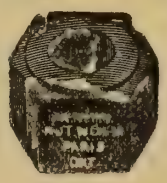
The merchant looked brighter.

"Here are your strops—give me the money."

"There it is," said the Yankee, as he took the strops and handed back the sixpence. "A trade is a trade, and a bet is a bet. Next time you trade with that 'ere sixpence, don't you buy razor strops."—Exchange.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

REGISTERED TRADE MARK.

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 1, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X!	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X. "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes	....	3 15
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½
Allandale, I.C.	2 90	3 00
" I.X.	3 65	3 75

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	....	1 65
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 30	....
26 "	2 40	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c

Galvanized Iron.

Queen's Head or equal grades, in small lots:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 18
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

neets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 00
No. 1 do	4 62½
No. 2 do	4 25
No. 3 do	3 87½
No. 4 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
f.o.b. Halifax, St. John, Montreal, Toronto	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	....	....
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 15
Hard Oil Finish	....	1
Oil Shellac	....	1l 0
White Shellac	....	2 35

Linseed Oil.

Raw, per gal	0 47	0 48
Boiled, per gal	0 49	0 50

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels	....	0 42
1 to 4 "	....	0 43

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	0 08¼	0 08½
Small lots	0 08¾	0 09

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 [illegible]
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges..................... 0 90
5 and 6 gauges..................... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges..................... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb........................ 0 10 0 12½
Anvil and Vice combined, each........................ .... 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 730
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ...... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes................ 5 25 5 50
Chopping Axes—
Black Prince.............. 7 25 7 50
Forest Clipper............ 7 25 7 50
Lance 8 50 9 00
Mann's............. .... 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made.............. 7 50 7 75
Climax.................... 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

inc discount 3 90 4 0
opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.
Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.
Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.
American, each 1 25 3 00

House.
American, per lb 0 35 0 40

Bellows.

Hand, per doz................ 3 35 4 75
Moulders', per doz............ 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.
Gilmour's, 47½ to 50 per cent.

Expansive.
Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell, per doz...... 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriege, dis.. 60 p. c. off new list.
Tire, dis., 65 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to inch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz........ .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 11 25

Cement.

Canadian, Portland................ 2 30
English " 2 50
Belgium " 2 25
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 65 and 5 per cent.; from stock, 65 per cent.
Steel, net........................... 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

nadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz.............. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
anadian dis. 25 to 35 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz.......... 16 00 51 50
P .S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
tandard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.
doz 90 1 75

FAWCETS.

Cork Lined, per doz.......... 0 30 0
Wine, per doz................ 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent.
Kearney & Foote, 60 and 10 per cent.
Nicholson File Co., 50 and 10 per cent.
Heller's Horse Rasps, 45 per cent.
Jowitt's, English list, 25 to 30 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.

Wire Gauges.
Winn's. Nos. 26 33, each 1 65 2 40

GLASS.

Window. Box Price.

Size United Inches.		Star. Per 50 ft.		Star. Per 100 ft.	Double Diamond. Per 50 ft.		Double Diamond. Per 100 ft
14 to 25	1 20	1 25	....	2 30	1 70	....	....
26 to 40	....	1 35	....	2 50	1 90	....	3 70
41 to 50	....	....	....	2 90	....	....	4 00
51 to 60	....	....	....	3 10	....	....	4 40
61 to 70	....	....	....	3 40	....	....	4 90
71 to 80	....	....	....	3 70	....	....	5 50
81 to 85	....	....	....	4 20	....	....	6 25
86 to 90	....	....	....	....	....	....	7 25
91 to 95	....	....	....	....	....	....	9 00
96 to 100	....	....	....	....	....	....	10 00
101 to 105	....	....	....	....	....	....	12 00
106 to 110	....	....	....	....	....	....	14 00
111 to 115	....	....	....	....	....	....	16 00
116 to 120	....	....	....	....	....	....	20 00

Pilkington.

Ordinary.
1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 68

Picture Glass.

Pilkington's Ordinary.
1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.
Magnetic, per doz............ 1 10 1 20

Sledge.
Canadian, per lb 0 07½ 0 08½

Ball Pean.
English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, 50 to 25.
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50

Chisel.
Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.
C. & B., dis. 35 per cent. rev. t.

Hoe.
C. & B., dis. 35 per cent. rev. list.

Saw.
American, per doz............ 1 00 1 25

Plane.
American, per gross.......... 3 15 3 75

Hammer and Hatchet.
Canadian, 35 per cent.

Cross-Cut Saw.
Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb.......... 3 65 3 75
12 in. up, per lb........... 2 65 2 75
Per doz. set.
Screw. Eureka................ 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring....................... 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list.
Planter, per doz.............. 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.
Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000................ 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb................ 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross............ 1 60

KNOBS.

Door, japanned and N.P., pe doz. 0 85 3 00
Bronze, Berlin, per doz....... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross......... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   Basis—50 to 60 dy 2 30
   40 dy 2 35
   30 dy 2 40
   20, 16, aud 12 dy 2 45
   10 dy 2 50
   8 and 9 dy 2 55
   6 and 7 dy 2 70
2. American pattern only—
   From 4 to 5 dy 2 90
   3 dy (lath) 3 30
3. Canada pattern only—
   From 4 to 5 dy 2 70
   3 dy (lath) 3 20
   3 dy, A.P. fine 3 90
   Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 and 10 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz 2 25 3 30

PENCILS.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs 2 50 2 75

RAIL.

Barn door, per foot 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 50, 10 and 5 per cent.
Iron " dis. 60 and 5 per cent.
Tinned and black rivets, 60 and per cent. to 65 and 5.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼ 00	8½
¼, 5-16, ⅜ in.	6¾ 00	9
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire 0 55 0 90

SASH CORD.

Per lb 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45; 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen 0 40 0 70
"Empire," McMillan&Haynes, per ft 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each 0 75 2 75
frame only 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 5C
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz 8 75 9 00

SCREW DRIVERS.

Sargent's per doz 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p. c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz 2 30 2 45
" black 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb 0 09 0 09
Labrador .... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas .... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross 3 50 5 00
Grind. per ton 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights 40
" " tinned 45
Swedes, cut tacks, genuine, blued and tinned 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned 40
Zinc tacks 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers 10
" " in bulk 15
" " solid heads, in bulk 42½
Saddle nails in papers 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 5

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson s, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c.-rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 2 85 3 00
Galvanized, 4 barb, 4 and 6 inches apart 2 85 3 00
Galvanized, plain twist, all delv'd 2 85 3 00
Plain twist 2 85 3 00
Steel Staples 2 85 3 00
Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid of 1,000 lbs. or over

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 50 ...

WRENCHES.

Acme. 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

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Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director. W. C. MACDONALD, Actuary.

WRAPPING PAPERS

Made to wear
Made with care
Hard to tear

The kind of paper required by the Hardware Trade

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CAN.

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

We Wish You All a Happy New Year.

We can aid you to make it so. Satisfaction leads to happiness; our customers all say they are "perfectly satisfied" with our paints, and they are **reliable** men. One firm writes:

"We take pleasure in tendering to you our perfect satisfaction with your ready-mixed paints, as we have experienced considerable difficulty in securing a really first-class article in that line, but our experience for the last two years with **The Jas. Robertson Co.'s** goods has been most satisfactory, and we recommend any dealer who is not perfectly satisfied with the paints he is handling to take hold of Jas. Robertson's ready-mixed, and he will find them, as we have—perfectly satisfactory.

"We had a customer in our store a short time ago for some ready-mixed paint; he said he had been recommended to go to Nott & Turnbull, as they had the best mixed paint in Brantford, as he had tried all of them.

"Hoping that you may have even greater sales in 1897 than in the past, and wishing you all the Compliments of the Season.

"We remain, yours faithfully, Nott & Turnbull."

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

THE PAINT MAKERS.

Scientific Production.
Langwell's Babbit, Montreal

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IX | MONTREAL AND TORONTO, JANUARY 9, 1897 | No. 2

MAGNOLIA METAL

In use by . .
EIGHT LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
General Dominion Agents

Owners and Sole Manufacturers,
74 Cortlandt Street — New York

DOMINION

You know this brand. Everybody does, and everybody knows that the goods thus branded can be relied upon every time, and that price is right. You will find it on

Bar and Hoop Iron—Rolled true to size and uniform in quality.

Horse Shoe Iron—That does not split in creasing.

Charcoal Tinplates—(Best and Best Best) with tissue paper between sheets.

Galvanized Canada Plates—The cheapest and best Metal Roofing.

Also on other metals. Ask your jobber for it.

Largest Manufacturers under the British Flag

SAFFORD RADIATORS PAY—steamfitters best because they are the leading Heaters throughout the world.

"Safford"
QUEEN OF
Radiators

Have been awarded the highest honors against the world's makers. **No Bolts, No Rods, all Iron,** and will last forever.

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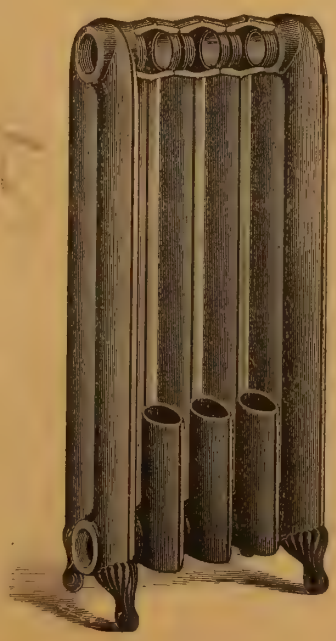

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MANTELS, HOUSE FURNISHINGS.

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Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, JANUARY 9, 1897 No. 2

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DECLINE IN BARB WIRE.

A SHARP reduction is announced in the price of barb wire, plain twist and staples. The decline was decided upon at a meeting of manufacturers held in Toronto on Tuesday.

The price of the articles named is now $2.70 to $2.75 in the province of Ontario and $2.85 to $2.90 in the province of Quebec. This is a reduction of 10c. per 100 pounds.

The inside figures are for carload lots of not less than ten tons in one shipment and to one customer. The outside figures are for less than carload lots. On orders of 1,000 pounds, freight is prepaid to the extent of 25c. per 100 pounds from any of the f.o.b. points, namely, Toronto, Montreal, Hamilton and London.

Wire may be sold and dated from April 1, 1897, on the usual terms.

In New Brunswick and Nova Scotia the price has been fixed at $2.80 for carload lots and at $2.85 for less than carload lots. These prices have been fixed with a view to competing with Boston.

The price in Prince Edward Island is $2.87½ per 100 lbs. for both carload lots or less quantities.

Heretofore a guarantee has been given by the manufacturers against a decline in price. It has been decided to discontinue this practice, in the meantime at any rate. Neither will any guarantee be given against changes in the tariff. The trade discount of 5 per cent. and premium have also been cancelled.

The difference in the price between Ontario and Quebec points is owing to the distance of these points from Pittsburg, at which place the price of wire rules lower than at any point on the continent. Consequently the further away the point in Canada is from Pittsburg the higher the freight rate naturally is, while the nearer it is the lower the freight rate. Ontario, of course, is the nearer point.

Last year when the season opened a great deal of barb wire of United States manufacture got into the country before the Canadian makers reduced their prices in order to compete. By reducing their figures to the low point they now have, it is thought that the American article will be kept out.

According to the latest mail advices the tone of the market for barb wire in the United States is not as strong as it was, in sympathy with the billet market. Manufacturers over there are not, however, disposed to accept large orders for future delivery at present prices, anticipating that with favorable business conditions prices will shortly be higher. The present price of barb wire, f.o.b. at Pittsburg is $1.80 in carload lots and $1.85 for less quantities.

UNTRUSTWORTHY TARIFF WITNESSES.

If the Cabinet Ministers who have been taking evidence on tariff matters are guided by the views expressed by some of the gentlemen who have appeared before them, particularly in Montreal, we will have a mighty queer tariff.

Where they may be tempted to give attention to statements submitted by any but men of well-known reputation they should enquire thoroughly as to the standing of these gentlemen. The word of the average business man is as good as his bond, but even documentary evidence submitted by some should be critically examined.

One deputation made some extraordinary statements, in urging the Commission to grant an increased protection to their industry, which every one in the trade knew to be utterly untrue. Another wanted the duty on a certain article removed and said they were deputed by a large association of merchants. The alleged organization was a myth, and is not now and has never been in existence.

Canada is rich in all the other products of nature, except population. And that, too, she will have some day.

TAKE STOCK.

NAVIGATORS would as soon think of neglecting to use the helm as to fail from time to time to take their bearings and study their chart.

Stock-taking to the merchant is what the quadrant and chart are to the navigator: It enables him to ascertain his whereabouts.

It is true a merchant may conduct a business year after year without wrecking it. So may a vessel cross the Atlantic without quadrant or chart. But it is a most dangerous practice.

No man can properly carry on business in the dark. And he who does not take stock at least once a year is in gross darkness.

It is not enough for a merchant to know at the end of the year that he has got a balance to his credit in the bank, or that that balance is larger than it was twelve months before. That does not tell him exactly where he stands.

Knowing where he stands means that

every merchant must get a clear insight into his business.

There is depreciation in stock to be taken into account, interest on capital invested to be considered, and bad and doubtful debts to be allowed for. With these things taken no cognizance of it is quite possible that the business may be sinking, when it is apparently as buoyant as ever.

But stock-taking not only leads to the discovery of leakages, but it points out ways and means of developing and improving the business.

There are in every merchant's stock lines which have not proved as salable as others, while still others have possessed little or no profit-earning properties. It is advisable that the merchant should ascertain beyond peradventure what these are. Stock-taking will impart this knowledge to him. What the possession of this information is to a wide-awake merchant is obvious.

Stock-taking demands a great deal of time and the expenditure of no small amount of patience, but the knowledge which is obtained as a resultant is worth it all. Take stock.

FAILURES FOR THE YEAR.

In the Dominion of Canada (Newfoundland included) the total number of business failures in 1896 was 2,205, compared with 1,923 the year before, and with 1,873 the year before that. The contrast with the comparisons of liabilities in the United States is marked, the total being only $16,369,000, compared with $15,793,000 in 1895, and with $23,985,000 in 1894. The liabilities of failing concerns in the United States in 1896 were $247,052,343, as against $158,842,445 in 1895.

Number of business embarrassments in Dominion of Canada and Newfoundland for two years, with assets and liabilities:

	No. of Failures.		Assets.		Liabilities.	
	1896	1895	1896	1895	1896	1895
Ontario	930	800	2,402,923	2,411,692	5,924,476	6,094,214
Quebec	870	749	2,803,495	2,491,855	8,118,426	6,841,281
New Brunswick	81	67	277,800	238,605	597,331	446,394
Nova Scotia	155	114	375,167	348,070	782,520	838,088
Prince Edward Island	23	10	58,528	46,300	125,747	80,890
Manitoba	29	38	160,430	168,740	323,599	359,260
Northwest Territory	19	13	40,487	77,300	104,085	152,700
British Columbia	72	85	605,605	277,965	1,092,306	495,104
Totals, Canada	2,179	1,876	6,724,535	6,054,127	16,208,460	15,317,931
St. Pierre et Miquelon	2	....	42,000	.....	95,000	.....
Newfoundland	24	47	26,722	245,050	66,116	445 628

DERELICT BUSINESS MEN.

BUSINESS men in the larger cities have not for a long time been noted for the active interest they have taken in municipal affairs. But, if the recent mayoralty contest in Toronto can be taken as a criterion, the conditions are getting worse instead of better.

A corporation, like a mercantile venture, must be conducted, if it is to be conducted satisfactorily, on business principles. Non-business principles can be no more substituted for business principles in the government of a city than can sand be substituted for oil as a lubricant. Business is the driving wheel for a civic corporation as well as for a warehouse.

Although these principles are so self-evident it is surprising the lethargy the average business man in Toronto exhibits in regard to the government of the city.

During the last campaign the task of enlightening the public on the municipal questions of the day fell not upon the business men of the community. Obviously the duty fell upon them, but they did not take it up. On the contrary, they, as a rule, remained at home, while the work they should have taken up was performed largely by agitators of various theoretical schools, young lawyers and doctors with ambition in abundance and practice infinitesmal, with theories prolific, and business commonsense slender. The idea of these young men mounting the public platform and essaying to instruct the electorate how it shall vote! It is absurd.

And yet the blame is not upon them. The major part of it is not, at any rate. The fault lies largely with the business men. They are not doing their duty, either to the community or themselves. A good many of the business men who formerly actively participated in municipal elections are still in existence, but their activity, in a public sense, is not.

The reason for this degenerated influence is probably varied. One reason is no doubt the disgust with the too often unbusinesslike character of the candidates for municipal honors—men whose qualification is often either the strength of the lodge or political influence they can bring into operation. In Toronto the disgust of business men began to develop when the citizens some years ago rejected Mr. E. B. Osler, a practical business man and now president of the Board of Trade and one of the representatives of the city in the House of Commons.

Another reason is the greater competition that has been engendered in business of late years and the consequent closer attention demanded from those who are engaged in it.

No man can be asked to sacrifice his business for the municipality, but there are few merchants or manufacturers who could not sacrifice some of their time for the city without sacrificing their business.

The chief contributors to the taxation of Toronto, or any other city in the Dominion, are its business men. And yet those who have the least to say in the conduct of the affairs of the city are its business men.

People who cannot appreciate the requirements of a business community cannot intelligently legislate for it. And Toronto has suffered because she has usually had landlubbers and rarely qualified men navigating the municipal ship. Things cannot always go on in this way.

COPPER IN 1896.

IN the closing weeks of the year 1895 the market for copper in common with that of all other metals was adversely affected by the strained relations then existing between the Governments of the United States and Great Britain, in consequence of the Venezuelan affair and the attitude taken by President Cleveland in connection therewith. The market opened in January, 1896, at 10c., and closed in December, at 11.40c., an advance of 1.40c. for the 12 months, also the closing prices in December, 1896, were higher than at any corresponding period in the last four years. Below are given the fluctuations, productions and exports of copper to the United States. Fluctuations in the price of lake copper in New York market during 1896 were:

	Opened	Highest	Lowest	Closed
Jan'y	$10.00	$10.25	$9.75	$10.00
Feb'y	10.00	11.15	10.00	11.15
March	11.12½	11.12½	10.75	10.75
April	10.75	11.00	10.60	10.75
May	10.75	11.50	10.75	11.50
June	11.50	12.00	11.50	11.50
July	11.37½	11.50	11.00	10.90
August	10.90	11.00	10.50	10.65
Sept.	10.65	11.00	10.50	10.65
October	10.65	10.85	10.50	10.80
Nov.	10.80	11.35	10.80	11.25
Dec.	11.25	11.40	11.25	11.40
All 1896	10.00	12.00	9.75	11.40
" 1895	9.90	12.20	9.25	10.00
" 1894	10.10	10.10	9.85	9.90
" 1893	12.20	12.20	9.40	10.10

Average monthly price for the year, $10.93 5-24.

Productions and exports of copper in the United States (in tons of 2,240 lbs.):

1896.	Reporting Mines.	Outside Sources.	Total	Exports.
Jan'y	14,872	1,200	16,072	8,168
Feb'y	16,316	1,200	17,516	8,296
March	16,722	1,200	17,922	10,892
April	15,912	1,200	17,112	10,684
May	15,533	1,200	16,733	104,81
June	14,825	1,200	16,025	9,797
July	15,395	1,200	16,595	10,885
August	15,600	1,200	16,800	9,119
Sept.	15,777	1,200	16,977	10,898
October	16,658	1,200	17,858	11,371
Nov.	15,165	1,200	17,365	12,034
Dec.	15,800	1,200	17,000	10,900
Total for 12 months			203,275	123,525
Same period, 1895			171,067	63,935
" " 1894			159,623	76,297

UNIFORM PRICE FOR GLASS.

FOR some time, as the readers of HARDWARE AND METAL are aware, jobbers of window glass in Toronto have been freely slaughtering prices in spite of the strength of the primary markets in Europe; in fact, lower prices than before have been quoted since the sharp advances took place in Belgium a few months ago.

It is now likely that for a time at least better conditions will prevail.

For some weeks a movement has been on foot with a view to inducing the jobbers, not only in Toronto, but in Montreal, Hamilton and London, to agree to a uniform selling price.

This movement has at last borne fruit, for practically every jobber at the centres mentioned has signified his acquiescence. And, as a result, prices were advanced on Thursday, 7th inst, from 10 to 20 per cent. The following are the prices at which the Toronto jobbers have agreed to sell :

Star—14 to 25 united inches, in 50-foot boxes, $1.35; ditto, in 100-foot boxes, $2.60; 26 to 40, 50-foot boxes, $1.50; ditto, 100-foot boxes, $2.90; 41 to 50, $3.30 in 100-foot boxes; 51 to 60, $3.60 ditto; 61 to 70, $3.90 ditto; 81 to 85, $4.80 ditto.

Double diamond—26 to 40 united inches, in 50-foot boxes, $2.20; ditto, in 100-foot boxes, $4.20; 41 to 50, $4.50 in 100-foot boxes; 51 to 60, $5 ditto; 61 to 70, $5.50 ditto; 71 to 80, $6.25 ditto; 81 to 85, $7 ditto.

For London prices are 5c. per box more for star and 10c. per box more for double diamond.

In view of the laid-down price at present, an advance on the figures which have been ruling for the past few months was quite in order, aside altogether from any preconcerted action on the part of the jobbers.

As far back as last fall it cost something like $1.18 for first break, in 50-foot boxes, to lay glass down in Toronto. To-day it would cost about $1.48, owing to the extraordinary high freights now ruling. As an idea of the character of these freight rates, it may be mentioned that a Toronto jobber who recently brought in a shipment of glass had to pay no less than 62s. per ton compared with 34s. for similar shipments a year ago, an increase of over 82 per cent.

The primary market seems to be maintaining its strength, a cable received by a Toronto jobbing house on the 31st ult. announcing the withdrawal of quotations.

The man who cannot look ahead a little will soon be left behind.

THE CHURN AGREEMENT.

"The agreement among the churn manufacturers recently referred to in HARDWARE AND METAL," remarked a Toronto wholesaler on Thursday, "is a rank injustice to the jobbers in Toronto The price, as you know, has been fixed f.o.b. London, Hamilton, St. Mary's and Brockville, at 65 per cent off the list. And the factories expect the Toronto merchants to ask a higher price than those at other places, which we will not consent to do. Mark my words, the prices at Toronto the coming season, if the jobbers have their way, will be the same as those ruling at other points in Ontario. It is only reasonable, I claim, that a point such as Toronto, where more churns are sold than in any other place in Canada, should be placed on an equal footing with other places. The reason the manufacturers advance for not doing so is that it is not a manufacturing point."

MANUFACTURERS' MEETINGS.

The various manufacturers' associations appertaining to the hardware trade are meeting in Toronto this week. The sessions began on Tuesday, and so far the only changes made are in barb wire, plain twist and staples. This is dealt with in another column. The Wire Nail Association met on Wednesday and Thursday, and up to the time of writing is still in session.

A GUARANTEE OF EXCELLENCE

Iver Johnson and Fitchburg Cycles

are money makers for the dealer, and savers of comfort and economy for the buyer. Send for Art Catalogue. . . . . .

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass.

THE TARIFF ENQUIRY.

THE Tariff Commissioners concluded their labors in Montreal last week as far as that city is concerned.

DUTY ON CORDAGE AND COAL.

D. G. Thomson, manager of the Montreal Transportation Co., spoke in the interests of the St. Lawrence River trade. They were suffering from the high price on manilla cordage as well as the duty on coal. They had to compete with the American companies, who bought cordage in the United States at 2c. a pound cheaper than could be bought in Canada. They asked that the Canadian boats be placed on the same footing as Americans. So far as he was aware there was no manufacturer of cordage in this country other than the Consumers' Cordage Co., and he understood it had been conducted for several years past as a close combine. Previous to the buying up of the several rope works in the Dominion by the Cordage Co. they had a fair competition in this business, and had nothing to complain of, but under the present combine they had no alternative but to pay the combine price or purchase abroad. The duty on manilla rope was equal to 30 per cent., and the duty on binder twine 12½ per cent. He did not see why the duty should not be 12½ per cent. on each. The present duty on cordage going into the United States was 10 per cent. He did not object to a fair amount of protection, but he did object to a combine being formed. He thought it the duty of the Government to see that the consumer was protected, and the duty reduced accordingly.

Mr. Thomson objected to the statement made by Mr. McFee, that there was not a sufficient number of Canadian boats to carry the western produce. As a matter of fact there were a number of boats laid up at Kingston for want of cargo.

ENAMELLED WARES, ETC.

Mr. Holland, of the firm of Barnard & Holland, spoke as to the duty on enamelled ware. His firm represented one of the largest enamelled ware manufacturers in the world. Statements had been made before the Commission which he thought were calculated to prejudice the Government against German manufacturers and their agents. He thought it was proper for them to present their side of the case. The three manufacturers now making enamelled ware in Canada, until about two years ago, were large users of their goods, and it was only after that that they had any trouble with the Custom House. It was not difficult for them to find a reason for these obstructions. It had been stated that the German enamelled ware brought into Canada was undervalued. So far as their firm was concerned, he would most emphatically declare that this was not the case. His firm had proved to the Department that the Thale Co., whom they represented, sold in Germany at the same price as in Canada, and he was prepared to show that they were actually paying on certain lines duty on a value that was 25 per cent. higher than the factory prices. It had also been stated that in order to retain a hold on this market their regular goods, "bests," were brought in as "seconds," and then sold at auction as "bests." So far as he was aware no enamelled ware had been sold in Canada at auction other than that imported by them. "Seconds," as sold in Germany, were sold by weight without regard to different articles that go to make up a package, and prior to these goods being manufactured in Canada they were allowed to be passed for what they were, viz., "seconds"; but as they (Barnard & Holland) were given to understand, representation had been made to the Government, and they were now compelled to pay duty on "seconds," the same as the "best." This, he thought, was most unfair. He would respectfully state that if manufacturers could not carry on the manufacture of enamelled ware at 25 per cent. instead of 35 per cent,, as at present, they should go out of the business and give the importers, whose business they had about ruined, a chance to make a living.

IRON AND STEEL BRIDGE WORKS.

The iron and steel bridge works, etc., were represented by Mr. John Taylor, of J. & H. Taylor. He had overlooked to draw the attention of the Commission, when last before them, to the classification of the tariff. He thought that each item should form a different item in the tariff, and that some be divided into two or three paragraphs. He thought that the want of uniformity at the various ports was due largely to the want of clearness in the tariff list. He was of opinion that a register should be established in Ottawa to which all matters in dispute could be referred.

Mr. B. J. Coghlin, manufacturer of carriage springs, stated that sixteen years ago, under a protection of 17½ per cent., he made money. But the duty on iron and steel and other materials he used made his protection almost nil. He desired that any changes the tariff should have a relative bearing to the duties on iron, steel and other raw material which it is necessary to import.

BRASS FOUNDING INDUSTRY.

The brass founding industry was represented by Mr. Robert Mitchell, brass founder, who said that although the most of their raw material was free, and they had 27½ per cent. protection, the work of getting the home-made article on the market was a hard one, and in fact money had been lost up to about two years ago. He had little to compain of in the present tariff.

GRAIN AND SEEDS.

Mr. Ewing, seedsman, said that the present tariff on seeds was generally satisfactory to the trade and farmers as well. Turnip, carrot and mangel were the principal roots used for stock feeding and are free of duty. These roots might be raised in Canada, but not to such an extent as could compare with Europe, on account of the climate and the smaller area. On other seeds in bulk, ten per cent. is the present tariff, and he considered them fair. Red clover and timothy were both imported from the United States, as they did not grow all that was necessary for home use. The duty of 10 per cent. on clover and grass seeds was not too heavy. A heavier duty on common red clover and timothy might be beneficial. Canada could produce better seeds than the States, and certainly the United States produced much more inferior seeds. The more good seeds sown the better crops would result. It was also a fact that the United States was about a month earlier than Canada, so that just when they were putting their seeds on the market the Americans came in with their inferior kinds.

Mr. Ward, of Joseph Ward & Co., spoke chiefly on agricultural produce. They, in Canada, grew the finest seed, and they produced the finest timothy, clover and root seed in America, and such produce was the result of high-class farming. He thought that the tariff should be maintained to protect this high-class farming produce. As the seed season was about to commence he would respectfully ask that if a change was made in the tariff it be made known as soon as possible. He thought that the duty of 10 per cent. on fertilizers should be removed. They were admitted free into the United States, both compounded and uncompounded. The duty debarred about 95 per cent. of the farmers from getting fertilizers, which they so much require for their exhausted soil.

AT OTTAWA.

The Tariff Commission resumed its sitting at Ottawa on Monday morning in the Railway Committee rooms in the Parliament Buildings. There was little or no enthusiasm shown on the part of the public or traders, which drew the remark from Hon. Mr. Fielding "that this was quite a change from Montreal, where they were falling over each other in their eagerness to lay their views before the Commission." Perhaps this apathy may be accounted for by the fact that the municipal elections were going on. A Liberal was heard to remark: "The people of Ottawa had no grievances, and

they were more interested in the election of a mayor than in a change in the tariff." Whatever the cause, the deputations were not strong nor many, and the "audience" was conspicuous by its absence. Hon. Mr. Fielding arrived on time, but the other members of the Commission, Hon. Mr. Paterson and Sir Richard Cartwright, at eleven o'clock had not put in an appearance and other members of the Commission had to take their place. They were Hon. W. Laurier, Hon. Mr. Davies and Hon. Mr Fisher.

DUTY ON BRASS GOODS.

The Eclipse Office Specialty Co. was represented by Mr. Ed. Seybold. He asked that "gromets," used in connection with mail bags, sails, etc., be put on the same list as the other brass goods, as they were at present on the free list. He also asked that pant buttons, which had been reduced at the request of large manufacturers to a small ad valorem duty, be charged the same as similar buttons, as his firm now manufactured them.

ONTARIO MINING ASSOCIATION.

Mr. B. T. A. Bell represented Ontario Mining Association. He submitted resolutions which were passed at Rat Portage asking that the Government put a more liberal interpretation on mining machinery. Some Canadian houses blocked their way in the importation of mining machinery, as they claimed to have them in stock, when, as a matter of fact, they had not the necessary machinery, and it was most important that they should have them admitted, as the country was opening up in this connection. He thought that articles which related to the production of ore should be admitted free. Mr. Bell promised the Commission that they would hear further from the association.

Mr. Mitchell, of Mitchell & Cameron, mining brokers, Ottawa, submitted a lengthy statement on gold and silver mining. He was sure that it was their earnest wish to do all that they could to further the latent wealth of the country and materially increase the progress and prosperity of the people. The mining industry was sorely handicapped with an excessive tariff. Not only was the machinery taxed severely, but nearly every article that entered into the operation of mining. As a result, vast quantities of low grade ores in nearly every section remained uncovered. If a purely revenue tariff was fixed employment would be given thousands of men and the community would be enriched. The claim was put forward that if mining machinery and tools were put upon the free list about 200 men would be thrown out of employment in eastern Canada. He claimed that by reducing the cost of production to a minimum 100,000 men would be given employment between Cape Breton and Vancouver Island, and especially in that enormous stretch of uninhabited country extending from Sudbury to Rat Portage and south from the shores of the Hudson Bay to the shores of Lake Superior. Several newspapers were advocating an export tax upon ore, under the idea that all the ores of Kootenay would be smelted in Kootenay. He held that it would have the very opposite effect, and no more disastrous blow could be struck at the mining industry. The ores of Kootenay contain chiefly lead, and that found a ready market in the United States.

The Tariff Commission resumed its sitting, in Ottawa, on Tuesday. The members of the Commission were Hon. Mr. Fielding, Sir Richard Cartwright, and Mr. Paterson.

The first to give evidence before the Commission was Mr. Eddy, of the E. B. Eddy Co., Ltd., Hull, P. Q., who was accompanied by Mr. Cane, woodenware manufacturer, Newmarket. Mr. Eddy said he would take up the matter of woodenware first.

Mr. Cane and himself were the only two woodenware manufacturers in Canada. The woodenware trade had been subjected to a duty of 25 per cent. ad valorem some years ago, but even at that manufacturers were unable to go on successfully, and they had to retire from the business, because they were not able to compete with the United States. Two years ago, without any notice from the late Government, the duty was reduced to 20 per cent. He did not know why that was done, but he was told that the Government were very sorry for what they had done, and they promised to increase the duty if it was necessary. It was the question of developing the woodenware industry that brought him to this country some 42 years ago, and he had developed that industry more than any other man in Canada. Mr. Cane, who had come along with him, had been a manufacturer for many years. The Americans competed with them in Canada and laid down their goods, notwithstanding the 20 per cent., at less cost than they could. The factories in New England supplied the markets of eastern Canada, while the factories in Detroit, etc., supplied western Ontario. Goods were sold at 10c. less in Canada than to the people of the United States. It was hard work for them to compete successfully, because the manufacture of these goods cost them in Canada much more than in the United States. All that he would ask for was that

If You Sell Paint

We ought to be selling you. If we're not, we believe it's our fault — there must be something wrong with our methods or manner of presenting the facts regarding our goods. Because we have what every intelligent storekeeper is looking for—a good article to sell.

The Sherwin-Williams Paints will help to increase the trade of your store—will help to make stronger the reputation of your store.

The more Sherwin-Williams Paints anyone uses, the more they'll want to use. That means the more you sell the more you are going to sell.

We want to sell some of our goods to every storekeeper who sell Paints—even if it's only a little. It'll grow. Our line comprises many kinds of Paints, each specially made for its particular purpose: House Paints for buildings, Floor Paints for floors, Barn Paints for barns, Roof Paints for roofs, Buggy Paints for vehicles, Enamel Paints for furniture, Stain for staining, etc., etc. Let us hear from you. Sample cards and information at once if you say so.

The Walter H. Cottingham Co., Ltd.

MONTREAL

the tariff might be fixed so that a fair and and reasonable profit might be made in the home market. They could not go to the United States, because the duty there was almost prohibitory, it being 35 per cent. In order to make a success of the industry in this country, and with the facilities that the manufacturers have, they should have a duty of 30 per cent. He did not know how Mr. Cane was affected, but his firm, in 1895, made a loss in the manufacture of woodenware, caused by competition from manufacturers in the States, who sold their articles at slaughter prices, and they asked the Government to protect them in a fair way, as they thought that the people of this country should be protected in a reasonable way. He, himself, did not believe in a high tariff. That was unjust; but in a new country like this they could not do without it. He thought that they should have an ad valorem duty of 30 per cent. on woodenware. A specific duty on woodenware would not be workable, because of so many different grades. It would be too complicated, and it could be fixed in no other way than by an ad valorem duty.

Mr. Paterson: Do you include indurated ware, Mr. Eddy?

Mr. Eddy: No; woodenware only.

Mr. Fielding: What items have you in your mind?

Mr. Eddy: Pails, candy pails, lard pails, etc.

Sir Richard Cartwright: What success have you had with your export trade, and where do you export?

Mr. Eddy: I have tried Australia and also England, but I have always met with a loss so far. What they had to contend with was the high freight to Liverpool.

Sir Richard Cartwright: What percentage do you put on for freight?

Mr. Eddy: About 35 per cent. in addition to the price of the cost of the article.

Sir Richard Cartwright: What do you pay for freight?

Mr. Eddy: About $4 for about 40 feet. The freight from Boston was about 10 to 12s. less to Liverpool than from Montreal. That was by any of the lines.

Sir Richard Cartwright: I can hardly understand why that excessive charge should be.

Mr. Cane: They charge us so much a square foot. If an article was 12 inches superficial they would charge us 12 inches square.

Sir Richard Cartwright: It is specially hard on you as manufacturers. You said you suffered from American competition. Everything being equal, you have the advantage of the water power over them.

Mr. Eddy: Yes, we have that cheaper than the States. In American pail shops the wages, however, are 10 per cent. cheaper than ours.

Sir Richard: What you want is a fair market?

Mr. Eddy: What we want them to do is to sell the same class of goods to the Canadians as they sell at home.

Sir Richard: They have too many "seconds?"

Mr. Eddy: They sell pails manufactured in Detroit, and people think a pail is a pail at 90 cents.

Sir Richard: They have the advantage over you in the large market?

Mr. Eddy: What is 5 millions to 60 millions? We cannot manufacture as cheaply as they can. It was impossible for manufacturers of goods in a small market to compete with factories that have been running for over 40 years and have millions of dollars invested.

Mr. Cane: Our raw material costs us a great deal more than it does them.

Sir Richard Cartwright: Hoop iron not being manufactured in this county gave them an advantage over you.

Mr. Cane: They can buy their material, in some cases, a little less than half of what we can.

Mr. Eddy: I claim that we should be protected in the wares that we manufacture. This article went into the manufacture of pails, tubs, etc.

Sir Richard Cartwright: You don't export to the States?

Mr. Eddy: It is almost prohibitory to do so.

Sir Richard Cartwright: You export pretty largely in matches to the States?

Mr. Eddy: Not our firm. Match splints have been exported from Quebec. As manufacturers of matches we have not been able to export.

Sir Richard Cartwright: I am told that in the States the Japanese have stepped in with their matches.

Mr. Eddy: I learned that while in Europe last year. But they had not yet interfered with the trade in Canada. Continuing, he said that he did not object to pay duties on raw material that their goods were manufactured from which were made in Canada.

Sir Richard Cartwright: Our importations are more than the exports.

Mr. Cane: The freight is so excessive, and the duty being against us it is impossible to export.

Sir Richard Cartwright: Would not the question of freights help you?

Mr. Cane: They make a very much cheaper rate for freights coming in than go-

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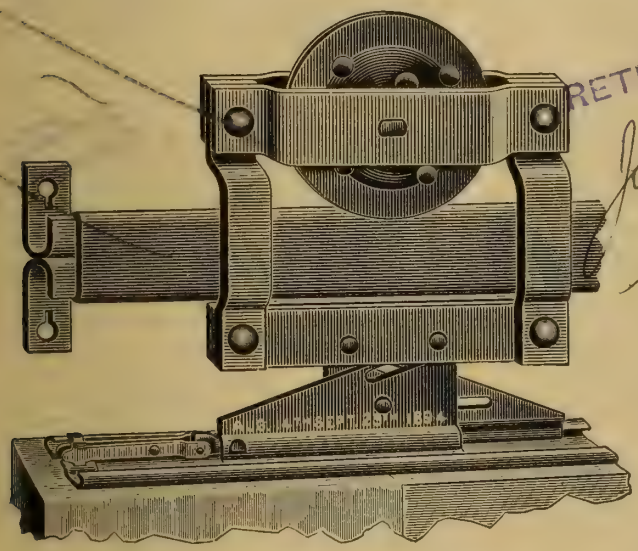

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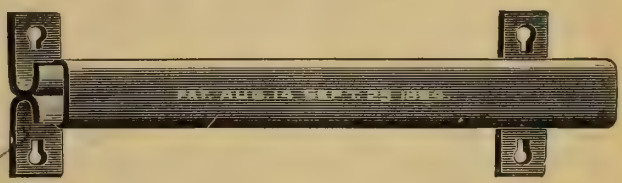

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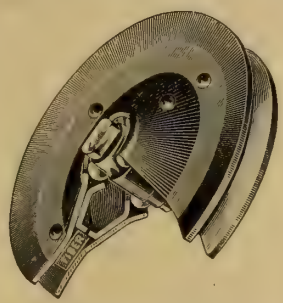

"96" Pattern embodies the latest improvements in Ball Bearings. Ease of application, durability, running qualities and adjustments have been thoroughly considered and c arefully improved, making an article of the highest merit.

Wheels — Standard Ball Bearings (16) ¼-in. hardened Bicycle Balls. Tool steel shafts, turned and hardened. Vulcanized fibre treads.

1 A, FOR 2 DOORS 14-FT. TRACK.
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Adjustments embody the latest improvements, are detachable from top of door instantly, can be adjusted and permanently locked without the use of screw driver or wrench

Finish—Hangers and attachments are given a bright finish and covered with a thoroughly rust proof varnish.

Track is packed complete with screws, in 14-ft. bundles for full sets, and 8-ft. bundles for half sets. Each bundle wrapped in express paper, ready to hand over the counter.

One Full Set consists of 4 hangers, 2 floor guides, 1 over-head stop, 14 ft. of No. .03 rail and screws complete for all parts.

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Our Patent Broad Hoop Bottom has all the advantages of a 3-piece bottom, and is actually 2-piece, and as durable as if made in one piece.

Bottoms are thus sweated in with half the solder, and make a most permanent joint. Concave pattern; draining to the centre. Will not corrode. Top bands "shouldered," and have cut-out at joint, making a neater and cleaner job, in half the time, than with old-style hoop. All bands have retinned edges. For durability, finish and economy in making up, our trimmings are unequalled.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

ing out of the country. Goods could be laid down in Toronto from Detroit for 11½c., but the rate from there to Detroit would be 40c. He would give an instance: When he was burned out he went to Massachusetts and bought a carload of goods which he got in at 16c. a hundred, and the gentleman he bought the goods from required some articles from this side, and on his return he enquired about the rate and found that it was 70c. over exactly the same road as the goods came on which he paid 16c.

Mr. Eddy: Manufacturers on the other side do everything they can to slaughter our market. If they cannot do it one way they will another.

Mr. Cane: It costs us so much more to manufacture wooden ware in Canada than in the States, and this is accounted for by the fact that they can buy their raw material much cheaper than we can. They get their wood as cheaply as we do, and their hoop iron, less the duty and freight we pay. Wire is from 25 to 35 per cent. cheaper, which article amounts to about one-half of the cost of production.

Mr. Fielding: And they have a duty of 35 per cent. against you going in.

PRISON LABOR.

Mr. Eddy said that he would like to draw their attention to prison labor as against skilled labor. It was put against them; it was impossible for manufacturers to compete with it. It was being abolished in some of the States in America. If it was allowed to go on they would have to go out of business.

Mr. Fielding: You would not have them do nothing and make you and I keep them? That is the other side of the question.

Mr. Eddy said he had had his little difficulties with the Central Prison in Toronto, who were selling at prices with which he was unable to compete. He made representations, and finally they withdrew from the manufacture of wooden ware.

Mr. Cane said that they had to bring in most of their machinery from the States at a duty of 27½ per cent. Saws, which were largely used, they paid a duty of 32½ per cent. on, and when they sent them back to get reset they had to pay a duty again.

Mr. Fielding: Can you not get them in Canada?

Mr. Cane said he had endeavored to get Canadian manufacturers to make them, but they would not undertake to do so.

Sir Richard Cartwright: There are three great difficulties that you have to contend with: 1, the heavy tax on raw materials; 2, there is a much larger market in the States, and they can manufacture more special lines; 3, you are handicapped by discriminating freight.

In answer to a question as to the output of wooden ware, Mr. Cane said his output was about $100,000 worth and Mr. Eddy said his firm had an output of about $200,000.

Mr. Fielding: You deliver at the same price, but you pay the freight, which means considerably less, say in the Maritime Provinces, than to a dealer in Ottawa.

Mr. Eddy: We sell at the same price in Ontario, Quebec and the Maritime Provinces, laid down.

Mr. Fielding: The manufacturer in the Maritime Provinces would say you were slaughtering prices there, just in the same way as you say the Americans are doing.

Mr. Eddy said it was giving the trade a uniform price all over the Dominion, and it was the duty of the manufacturers to do so in order that they would not sell at a lower rate in St. John than in Toronto. Down east they had to regulate the price to meet the Boston manufacturers, who had an easier access to that point. They never undersold any man. The Boston people governed the market in New Brunswick, as did Detroit

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and Bay City in the west, so that they were handicapped on both sides. They had to lay down their goods free of freight or else they would lose their trade.

Mr. Cane: We are worse off now than under the Mackenzie regime, when the duty was 17½ per cent., because all our raw material that was not produced in Canada came in free. Wire is manufactured in Canada, but they had to pay just as much for it as if it were bought in the States.

Mr. Fielding: The Canadian made article is sold in Canada at the American price with the duty added.

Mr. Eddy: I think the manufacturers of Canada should be protected in a reasonable way all through. When I come down to my own opinion I do not see why, when we paid a duty of 35 per cent. going from Canada that the Americans should not do so on their goods.

Sir Richard Cartwright: The consumer wants his goods cheap, and the Canadian consumer is a big factor in the imposition of a tariff.

Mr. Eddy: There would not be many consumers if it were not for the manufacturers and farmers. The farmers were in a poor state when I came here 40 years ago.

Mr. Fielding: We would have the farmers say where would the manufacturers be if it were not for them.

Mr. Eddy: We cannot do without one or the other.

Mr. Fielding: That is a fair argument.

PAPER BAGS.

Passing from woodenware, Mr. Eddy said he would like to draw the attention of the Commission to paper and paper bags. Paper was allowed to be imported at 25 per cent. This paper when manufactured into envelopes was 35 per cent., while manufactured into bags it was only 25 per cent. He did not consider this right. It cost them 25 per cent. more to manufacture paper here than across the line. In answer to a question, Mr. Eddy said that he could only turn out about 40 tons of paper a day, while some of them in the States turned out 250 tons. If he had a larger market he would also have a larger mill. Their investment outside of paper on paper bags alone was $25,000.

PULP WOOD.

Mr. Eddy next passed on to the export duty on pulp wood. He said that they are and have been for the past five or six years allowing our forests to be cut down and taken to the other side without any value being placed on them or any revenue whatever. The lumber was taken to the other side to the saw mills and placed into competition with Canadian lumber. All along the line villages and towns were springing up wherever they can get wood from Canada. They have not the quantity of pulp wood in the States. New York state was a spruce country, but 69 per cent. of pulp used in the manufacture of paper came from Three Rivers, Que., and the Lower Provinces, and in the west from the Niagara district. About 75 per cent. of the pulp manufactured in Wisconsin came also from Canada. It seemed to him very foolish that they should allow this country to be denuded of timber and taken to the other side without any cost, which was the means of building up towns and villages on the other side. He favored a duty of $4 a cord on all pulp wood. He believed in a prohibitory tariff in this respect, and claimed that it will bring people from the other side with capital. They had plenty of water power from New Brunswick to the Lake of the Woods to grind the wood into pulp. He did not see why the Government here allowed timber to go out of the country without some revenue tariff from it. He believed that if this prohibitory tariff was put on that in a few years they would have villages and towns on this side of the line and millions of dollars invested. If they did not do so now they would come to see in a few years that they would have to do so, but then it would be too late.

In answer to Sir Richard Cartwright Mr. Eddy said that they exported now about a million cords.

Mr. Paterson: Is the wood owned by the Crown or by private individuals?

Mr. Eddy. By both.

Mr. Paterson: How would a private owner view an export duty?

Mr. Eddy: Well, he might vote against it, but the capital would be invested in this country and they would come to see that it would benefit them. It was said just now that there was no demand for labor, but he thought they would not have enough men to supply the demand if this duty was put on.

MANUFACTURE OF CEMENT.

Mr. Wright, of Wright & Co., cement manufacturers, Hull, Que., said that he did not think the cement industry as at present could stand a reduction in the duty of 40c. per barrel. He had not had time to communicate with the manufacturers on the question, but he would speak for himself. The cost of manufacture here was very much in excess of that in England or the United States. They were at a great disadvantage, having to substitute other ingredients than chalk, which was used in the manufacture of the article in England. For this reason he did not think that the duty should be reduced.

THE HARDWARE TRADE.

Mr. Cuzner, hardware merchant, next addressed the Commission. He went over the same ground as had been covered in Montreal by representatives of the hardware trade. He considered that the manufacturers had ample protection. The duty of $10 on steel was not too much on the higher grades, but the lower grades, which the farmer used, should not, he thought, be charged the same. On one article the manufacturer received a protection of 50 per cent., and was not satisfied. With regard to the blacksmithing trade, Mr. Cuzner said that be thought something should be done to bring back that trade, which at one time was so prominent in Canadian industries.

Mr. Fielding said that the discrimination had always been against the smaller man, and the fact that this trade was now almost extinct was because they were not able to compete with the large manufacturers that turned out such large quantities, and they could not buy in such large quantities.

In answer to a question, Mr. Cuzner said there were distinct combinations on horse nails, ordinary nails, rope, cordage, horse shoes, picks and shovels. They made a price for them to sell the goods at, binding them not to sell below the fixed price. They did not make them sign any document, but if they did not sell them at the fixed price they could not get them at the same price, and if they did not they would have to pay the retail price for them. In order, therefore to get the rebate, they had to agree to sell them at a fixed price.

THE PRICE OF WHITE LEAD.

Through some misunderstanding, the Toronto jobbers were last week furnished with the association prices for Montreal instead of those appertaining to their own city. The prices, therefore, which we quoted were fifteen cents per 100 pounds lower than the actual fixed price.

The corrected price is as follows: Pure, $5.15 per 100 lbs.; No. 1, $4.77½; No. 2, $4.40; No. 3. $4.02½; No. 4, $3.65. Terms are 4 months or 3 per cent. off for cash.

THE "LEAD TREE."

THE difference in the strength of the affinity existing between different substances may, according to Scientific American, be easily illustrated by the following experiment: Dissolve an ounce of acetate of lead (sugar of lead) in a quart of water and fill a glass jar with the solution. If a piece of zinc (or a few spirals of the same metal) be now suspended in the liquid, it will, after a short time, become covered with a grey coating, from which brilliant metallic spangles will shoot forth somewhat in the shape of a tree. These are pure lead, and the phenomenon is familiarly known as the "lead tree." The effect thus produced is due to the superior affinity of the zinc for the acetic acid combined with the lead, and which causes the two metals to interchange places—the zinc combining with the acid and entering into solution and the lead being deposited in the metallic state in place of the zinc. If the action be kept up long enough every particle of lead may in this way be withdrawn from the liquid.

This pleasing experiment is greatly dependent upon electro-chemical action. The first portions of the lead form with the zinc a voltaic arrangement of sufficient power to dissolve the salt. Under the peculiar circumstances in which the latter is placed, the metal is precipitated upon the negative portion (the lead), while the oxygen and acid are taken up by the zinc.

PERSONAL MENTION.

Mr. Hector Clemes has been appointed by John Macdonald & Co. eastern traveler for the "Dayton" bicycle, which they are handling this season.

Mr. James Hardy, of R. & T. Jenkins, Toronto, is again at his desk, but he has not yet fully recovered from his attack of inflammatory rheumatism. He is, however, improving, and that is consolation to himself and his friends.

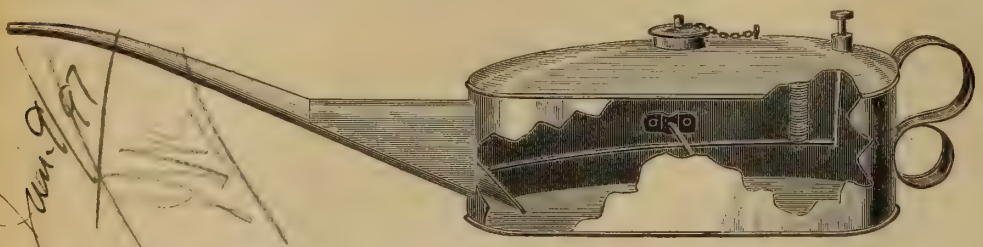
Mr. Albert H. Campbell, who has held an important position with Frothingham & Workman, of Montreal, has severed his connection with that firm to accept a position with A. C. Leslie & Co., and will give special attention to the Montreal city trade. Mr. Campbell is one of the most successful young men in the hardware and metal trade in the city, and carries the good wishes of a large number of friends with him.

ECONOMY SPRING VALVE OILER.

Made in two sizes, 1 and 1½ pint. The accompanying cut represents an oiler which should be in the hands of every machinist who uses an oiler.

The Economy spring valve oiler stops all waste of expensive machine oils. The oil will not flow unless the spring is pressed, and the flow is immediately cut off when the spring is released.

There are very many places about machinery to which it is very difficult to apply oil, when using the ordinary long spout oilers, without spilling and wasting the oil on parts of the machinery which do not need the oil.



It is claimed also for the Economy oiler that a great deal of the oil and dirt about machinery can be avoided by its use. H. S. Howland, Sons & Co. will be pleased to have enquiries from the trade. They are in a position to fill orders promptly. One-pint Economy oilers will retail for 75c., and the 1½ for $1. The Economy oiler is one which the mechanic will buy at sight.

SCREWS IN STONE WALLS.

A Dusseldorf engineer, knowing from experience that wooden dowels for the purpose of securing screws in stone are apt to weaken the walls and do not afford the desired solidity, has devised an ingenious method of obtaining a firm anchorage. For this purpose a wire of suitable thickness is coiled on to the scew, so as to follow the threads of the same and to form a kind of screw nut. The coiling may commence near the head or thick part of the bolt and proceed toward the point by laying the wire into or between the threads, so as to touch the bottom of the same, the section of each screw thread being preferably triangular or trapezoidal and the core of the screw conical (similar to a wood screw). After arriving at the point of the screw the wire may be wound backward over the helix already wound on, but with a steeper pitch, so as to leave wider interstices between consecutive convolutions of the wire. After the wire has been laid on so as to form a nut, and then the screw withdrawn, the nut or wire coil is introduced into a hole which has been drilled or otherwise formed in the wall for this purpose, and which is slightly wider than the diameter of the nut measured over the outer layer of the wire, after which the interstices are filled up with plaster of Paris cement, or similar building material in a plastic condition. When the said binding material has become sufficiently hard and firm, the screw bolt which has served as a core, or another screw bolt having the same diameter and pitch, is screwed into the wire coil, and may now be screwed out and in repeatedly without damaging the wall, because the wire serves as a screw nut, which is secured to the stone or wall by the cement or other binding material.

ELECTRIC RAILWAY STATISTICS.

Electric railways in Europe formed the subject of some interesting statistics recently embodied in a report sent to the United States Government by Vice-Consul J. F. Monaghan, at Chemnitz, Germany. According to these the number of such railways was increased, during the year 1895, from 70 to 111, while the total length was raised from about 435 to 560 miles, the number of cars from 1,236 to 1,747, and the horse-power from a little over 18,000 to a little over 25,000. Of all the European countries, Germany, according to Mr. Monaghan's figures, stood at the head with about 250 miles to her credit, and an equipment of 857 cars and 7,194 horse-power. The other countries followed in the order given below:

	Miles.	Horse-power.	Cars.
France	82	4,490	225
England	59	4,243	143
Austria-Hungary	44	1,949	157
Switzerland	29	1,559	86
Italy	25	1,890	84
Spain	18	600	26
Belgium	16	1,120	48
Ireland	8	440	25
Russia	6½	540	32
Servia	6¼	200	11
Norway and Sweden	5	225	15
Bosnia	4	75	6
Roumania	4	140	15
Holland	2	320	14
Portugal	2	110	3

With this showing it is suggestive to compare the position of the United States, in which, according to the latest available figures, there were 12,133 miles of road, with a total of 34,971 cars. It is not without reason, evidently, that the United States is considered the home of the electric railroad. Canada comes next in order, with 450 miles of road and 1,150 cars.—Cassier's Magazine for January.

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WIRE - TACKS
Ontario Tack Co.
HAMILTON

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

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Every pound guaranteed.

Lasts longer, runs cooler, and requires less lubrication than any other metal.

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WHY AND HOW OF BOOK-KEEPING.

THE accounts of a business are its history, and as history owes its importance as a study to the fact that it is used as a guide for numerous decisions of political nature, so are we guided by our accounts in business, says a writer in Trade Magazine. We learn to eschew the errors of those who have gone before, and to take advantage of their good judgment. If for no other reason, a careful account of the best years of a business is a very important guide in determining future policies. If a man knows just how much money he has spent in one year on a certain branch of his business, and also knows exactly the amount of money he made on his investments and expenditures, he has some basis to work on.

But it is not in this light, especially, that we desire to view the subject of accounts. It is the absolute necessity for them which exists in any business. It is a very trite simile to say that one cannot navigate a ship safely without an exact knowledge of its whereabouts, and we only use this old saying because it is perhaps the most apt one. In the present swiftly-moving times, no one knows what conditions will rule the markets three months hence. No one can possibly foresee the contingencies that arise and which affect business. In fact, business, particularly in our country, is, you might say, the barometer of the political condition. When men's minds are uneasy and unsettled by rumors of trouble with other nations, business is immediately unsettled, and very frequently many failures follow a disturbance of the normal condition. Hence, it will at once be seen that it is of the utmost importance that every business man be able, by reference to his accounts, to determine his exact position at any one time.

It is a remarkable fact that the class of business in which are interested the greater part of business men in the United States, viz.: that of the smaller retailers, is the one in which less attention is paid to this important detail than in any other. Some men feel that because their business is small, and there is, as a rule, but one person interested in its ownings and earnings, it is not necessary to keep an exact account of everything that comes in and goes out. They content themselves, as a rule, with a mere record of outstanding accounts, and even this is usually no more than a memorandum book which contains the entries of the purchase when it is made, and is crossed off when payment has been received. There is, as a rule, no record whatever as to the goods which have been bought, or the amount of cash sales. There is generally no proper cash account, if there is any at all, and the business is allowed to run on until in many cases the proprietor finds that money is not coming in fast enough to pay his bills, and then he usually fails, a condition which might have been averted had he known how things were going.

Suppose the store of one of these carelessly managed concerns should burn down with all the stock, what sort of claim would its owner have upon the insurance company, if he was insured? It would be necessary to show a record of goods bought and also the amount of goods that had been sold. In the absence of any such record, it is almost certain that the insured would be the loser to the extent of a very large amount of the insurance money, to which he would have been entitled, had he been able to show conclusively to the insurance company that he was possessed of a certain amount of stock at the time of the fire.

If it were a matter of difficulty to keep a set of books, or a thing that required sufficient time to necessitate the employment of a person whose duties should be attention to this branch of the business only, or if the science of book-keeping were one that required a special education, we would not wonder as we do that there are so very many businesses that are run without any proper record being made. Keeping books properly is the easiest thing in the world. It consists of merely recording the transaction when it is made. There is no business man of intelligence who could not learn the principles that govern the keeping of books on the double entry system in a few hours. In a small business the book-keeping can be done readily by the proprietor. The cash sales can, of course, be entered as they are made, without any extra trouble whatever. The charge purchases have to be entered anyway, so that does not entail any extra trouble, and in a few hours each week all the other business of keeping books could be attended to.

It is not the intention here to teach any method of book-keeping, but a brief outline of what is necessary will be attempted. To begin with the cash book : The cash book has entered in it all receipts and expenditures of cash. It is not meant by this that every individual cash sale should be entered upon the debit side of the cash book, but that a memorandum of these small cash sales be kept in a book for this purpose, and at the close of the day the sum of all the cash sales be added and entered as one item. It is a very important point that a balance be taken every day from the cash book, and that this balance agree with the amount of money in possession of the business.

Charge sales are entered in the sales book. It may be mentioned here that in book-keeping all entries are made precisely as though they were so much cash. Merchandise sent out is charged just the same as though it were so much cash. Merchandise received is credited just as so much cash would be credited, for the reason that all merchandise is reckoned at its value in money.

A bill book is also used. By this is meant a large book in which all bills for merchandise bought are posted every month. all the bills from one house being placed together, and the total of their amount is set opposite the last bill. All of this is exceedingly simple ; it is merely a record at the time of each transaction entered into by the firm.

The ledger is the one point upon which there might be some doubt. As is well known, a ledger account is always divided into two separate parts, the debit and the credit, and the only point upon which any explanation need be given is that of the decision into which side of this account shall be placed each individual entry, and a very little thought will readily show anyone which is the proper side. Take, for instance, the account of John Jones, who, we will suppose, is a customer of the house. We have entered in the sales book a charge against John Jones of $10. The point now to be decided is where to place the charge of $10 on the account of John Jones. The left side of the ledger account is the debit ; the right is the credit. John Jones, having received this merchandise, is debtor to merchandise to the extent of $10 ; consequently, this item would be entered on the left side of the ledger. When this is paid it is entered on the cash book on the left page and is posted in the ledger on the right, or credit side, because John Jones is credited by cash to the extent of $10.

With goods bought, the same theory will apply. We buy from Wm. Smith $100 worth of goods. Wm. Smith is to be credited with $100 worth of goods; consequently, this bill, or one month's bills, are to be entered on the right side of Wm. Smith's account, and when payment is made for the $100, it is Wm. Smith who is debtor to cash for this $100, which he receives as payment.

The sum total of all the merchandise sold during one month is an item which is entered in the merchandise account. It is merchandise credited by the amount that has been charged against it in the sales book ; or since it would be folly to make a merchandise entry for each separate charge that has been made, this entry is made, merchandise credited by sundries, meaning all the sales that have been charged (not cash sales) during the month. It is the same way with all cash received for the month and all cash paid out. All the cash received is debtor to cash in the ledger, and is entered on the left side of the ledger, and

Berger's Pure Canadian Pure

Paris Green

SANDERSON PEARCY & CO. 61, 63 & 65 Adelaide St. West Toronto

all cash paid out is credited to cash and is entered on the right side of the ledger.

But one item more, and that is the entry in the ledger of the total of all goods purchased. In any business there must necessarily be two kinds of purchases made—one for stock or merchandise and the other for the expenses of the business. It is always desirable to know just how much it costs one to run a business. For this reason, the bills which come in in one month, which are for merchandise, are collected, care being taken, as was observed, to separate the bills of each concern. The expense bills are treated in the same way. The total of all merchandise bought is then entered in the ledger on the left side, as merchandise is debtor to what is received in the way of merchandise, and the expense items in total are entered on the left side of the expense account. All expense items which are paid in cash should be entered on the cash book ; as, for instance, expense, rent ; expense, postage, and at the end of the month are charged into the expense account.

It will thus be seen that every item is really entered on both sides of the ledger, each charge sale is charged separately on the left side of the ledger account, and the total of all charge sales for the month is entered on the right side of the account. Thus, if these were the only entries in the ledger, the totals of all the entries on the left side and all entries on the right side would agree. It is the same way with both sides of the cash book, the individual items being entered on one side and the total on the other; the same with merchandise bought ; and, in fact, all entries that are made on the books appear either directly or indirectly on both sides of the ledger. Consequently, at the end of the month, by adding up the balances on each side of the ledger, we have what is known as the "trial balances." When the sums of all balances on each side agree, it can be taken for granted that the books are correct.

One word more, and this is in regard to the entries governing the proprietor of the business. It must be remembered that the business owes to its investor whatever money he has put into it, and this is representedas a debt of the concern.

It is hardly to be expected that anyone totally unconversant with the practice of book-keeping would be immediately able to open and carry on a set of books from the very rapid explanation given above ; but we believe we have shown the simplicity and ease with which the work can be done ; and for those who have been sufficiently interested to desire to make the experiment, we would say that with this explanation and a little help from some friend who has a knowledge of the details of book-keeping, it will be a very easy thing to keep a perfect set of books.

The writer of this article believes that he might be considered a very good book-keeper, and he desires to point to the fact that his experience and knowledge of this branch of business was obtained merely by observation when employed in an office as an assistant to the book-keeper. He never had one hour's instruction on any point mentioned above, but found the whole matter one requiring only the most ordinary business sense.

COMPETITORS.

THE retailer who uses the coarsest sort of straw paper finds a competitor in the dealer who uses high-grade and sightly paper.

The retailer who uses cheap stationery, and sends in bills irregularly, in an untidy envelope, finds a strong competitor in the man who uses attractive billheads, neat envelopes, and who does everything connected with the book-keeping systematically, regularly and in style.

The retailer whose assistants make errors, delay in deliveries, make mis-statements, has no show alongside of a competitor who is noted for correct dealing, promptness and truthfulness.

The retailer whose clerks are untidy in personal appearance has a strong competitor in the store where the boys always wear polished shoes, have a clean collar, a coat free from grease, hands clean and finger nails tidy.

The retailer who economizes in gas or illuminating oil is not in the race with the brilliantly-lighted store.

The retailer who is ignorant of the nature of the goods he sells cannot compete with the man who knows all about them.

The retailer whose clerks make mistakes in giving change cannot keep abreast of the store where no such errors occur.

The retailer whose clerks forget to enter goods sold a credit customer is sure to be outdistanced by the one whose system prevents such costly carelessness.

The retailer who neglects his front window and counter display helps along the business of his competitor who challenges attention by new, tasty, fresh and novel displays.

The retailer who keeps behind in the procession and lets other merchants try new goods is always chasing to catch up with the competitor who keeps up with the times

The retailer who never reads a trade journal goes rapidly to seed, as compared with the fellow across the way who is always posted.

The retailer who never advertises is the one who contradicts his neighbor that there is money to be made in the jewelry business.

The retailer who overbuys, who fails to overhaul the stock frequently, is hardly handicapped, as compared with the other chap who buys frequently and always turns the stock over often enough to keep it bright and fresh.

The merchant who offers good goods, gives effective, prompt and polite service, conducts his business in relation with his customers methodically and satisfactorily, can always charge a fraction more and retain his trade as compared with the merchant who does not meet these requirements. It is not so much what is charged, within reasonable limits, as the quality of the goods and the method of handling them that bring the most desirable custom. What is desirable custom ? The custom that buys intelligently and critically and pays promptly, and a few cents this way or that makes little difference to such custom.—Brains.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan 8, 1897.

HARDWARE.

BUSINESS has not resumed its normal condition yet and the week presents few interesting features. At this writing, the only change in the prices that we hear of is a decline of 10c. per 100 lbs. in barb wire. Many of the travelers also are still in town, and, altogether, business shows little revival from its holiday dulness.

FENCE WIRE —Business has not opened out in this line, and prices at this writing are the same. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc.

PLAIN WIRE—Quiet and unchanged. Discounts on coppered iron and coppered spring are 20 per cent. f.o.b. Montreal.

BARBED WIRE—Prices have been reduced 10c. per 100 lbs. We quote : $2.90 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs. ; on spools lighter than 75 lbs. 10c. extra. Terms : 60 days, or 2 per cent. off 30 days. No guarantee against reduction in prices.

WIRE NAILS—Very few orders are being booked this week. Discounts are: 75, 10 and 2½ f.o.b. in this province, 75 and 10 in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs. ; 75 and 7½ in Maritime Provinces, 75, 10 and 2½ in British Columbia, and 70 and 5 in Winnipeg.

CUT NAILS — Mail enquiry is again noted this week from this province, but it is only enquiry. The base price is $2.30 f.o.b. Montreal, but there are reports again that lower offers have been made.

HORSE NAILS—Demand moderate and discounts 50 per cent.

HORSESHOES —The reduction in price of iron shoes has not caused any improvement in the demand. We quote f. o. b. Montreal : Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50 ; ditto 0 and 2, $5.25 ; assorted, $5 ; steel toe weights, $5.50.

SCREWS—There has been some enquiry for screws. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE — Continues unchanged at 10 to 12½ per cent. discount.

CARRIAGE BOLTS — The same as last week, at 60 per cent.

TIRE BOLTS—Continue as before, at 65 and 10 per cent.

IRON RIVETS — Only a quiet demand. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Copper rivets are the same, 50 and 10, and tinned, 65 and 5.

BRASS BOLTS—Without change.

ROPE — Business continues dull. We quote: Sisal, 6¼ to 6½c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

SPORTING GOODS—There is little life to report in this line. Some small lots of guns and ammunition are asked for.

CUTLERY—There has been a fair demand for cutlery of special descriptions, but the enquiry is not as brisk as it was.

CHURNS—Quiet and unchanged, and the same can be said of clothes wringers.

TOOLS—There is a moderate enquiry for snow shovels.

AXES—Continues quiet and steady at $5 to $9.

BUILDING PAPER—Dull but steady. We quote: Plain building, 30c.; tarred lining, 40c.; and roofing, $1.40 to $1.50.

SKATES—There has been a fair demand for skates, which, however, shows decrease at this date.

LEATHER BELTING—Without special feature. Discounts are : 40 to 45 and 10 and 55 per cent., according to grade.

CEMENT—Very little doing and prices unchanged at $2.05 to $2.15 for English, and Belgian, $1.90 to $2.

FIREBRICKS—Without life at $17.50 to $22.50.

METALS

There has been very little change in the heavy iron or metal market since last report. Business is extremely dull and prices all round are nominally the same as they were a fortnight or month ago.

PIG IRON—There has been no change in pig iron and we do not hear of a single transaction of importance. We quote as follows : Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50 ; Siemens, $17 to $17.50 ; Summerlee, $20 ; Carron, $20; Ayrsome, No. 1, $19 ; Eglinton $18, and Carnbro', $18.

BAR IRON — The steadier feeling in bar iron noted in our last has been more apparent, if anything, though there is little or no encouragement in the way of business, and we quote values steady this week at $1.50 to $1.55 f.o.b., Montreal, which is 5c. more on the inside than was asked last week.

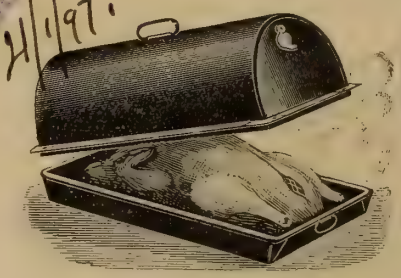
BAND IRON—Trade continues quiet at $1.75 for domestic brands..

HOOP IRON—The same remarks apply to hoop iron, which ranges from $2.25 up.

SHEET STEEL—No change is noted in

TURKEY TIME IS NOW AT HAND...

The most modern way of cooking them is in a



Covered Roasting Pan

SELF-BASTING, AND RETAINS THE FLAVOR OF THE FOWL.

Three Sizes, Nos.	2	3	4
Dimensions,	9 x 14¾	10½ x 15½	12½ x 17½
List Price,	$0.80	$1.00	$1.20

A SAMPLE ORDER IS SURE TO SELL OTHERS.

WISHING ALL OUR PATRONS A PROSPEROUS NEW YEAR

The McClary Mfg. Co.,

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

The Dominion Wire Rope Co.

299 St. James St., and 10 Victoria Sq. (LIMITED)

Manufacturers of MONTREAL

For.....

Hoisting
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Clothes Lines
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Semaphore
.....Wires

(Send for 1896 Catalogue—P. O. Box 2274.)

Millions

We make millions of horse nails yearly; each one of which has been carefully sorted and examined by experienced sorters to discover any defects. All our nails are warranted perfect, and may be exchanged free of cost, if found otherwise. They are the most economical to use, as there is not a bad nail to be found in any of our boxes bearing our "C" brand and name.

CANADA HORSE NAIL CO.

Montreal.

DRAIN PIPES

Best Canadian and Scotch brands

. . **Always in stock**

·FIREBRICKS·

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

sheet steel, which is nominal on the basis of $2.60 to $2.70.

SHEET IRON—Is the same as the previous line, prices ruling on the basis of $2.50.

GALVANIZED IRON—There is little or nothing doing from stock, for the reason that there is little to trade in. The base price is firmly held at $4.75 to $5.

TINNED IRON—Quiet and unchanged.

LEAD PIPE—Trade continues quiet, and we quote 7 to 7½c., with 30 and 5 off.

SOIL PIPE—Discounts unchanged and business quiet.

PIG LEAD—Quiet and unchanged at $3.25 to $3.35.

INGOT TIN—Ranges from 15 to 16c. as to grade, with business dull.

INGOT COPPER—Cables are much firmer on copper, but the spot price is unchanged at 13c.

SHEET COPPER—Continues dull, while prices are steadily held under light stocks at 17c.

IRON PIPE—A few small lots have been taken this week. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—These are firmly held. and the fact has checked demand for them to some extent. We quote $2.55 to $2.65.

TIN PLATES—There has been a good enquiry for tin plate in an import way. On spot the movement is light and prices firm. We quote: Coke, I.C., $3 to $3.25; coke wasters, $2.70 to $2.80; charcoal, I. C., Alloway, $3.25; do, I.X., $3.80 to $4.00; P. D. Crown, I.C., $3.75; do, I.X,, $4.50.

TERNE PLATE—Dull and steady at $5.85 to $6.25.

BOILER PLATE—There is no change in boiler plate, which is steady at $1.85 to $1.90.

COIL CHAIN—Continues quiet and unchanged.

SOLDER—Remains at 11 to 12c.,

SHEET ZINC—Only small lots are moving, at $5 to $5.25.

SPELTER—Steady, at $4.50 to $4.75.

ANTIMONY—Dull, at 10c.

GLASS.

The glass market remains quiet and steady. We quote: First break, $1.30 to $1.35; second, $1.40 to $1.45 per 50 feet; and $3 to $3.10 for third break, per 100 feet.

PAINTS AND OILS.

The agreement and consequent advance in white lead has not induced much activity. Business in all lines is dull.

WHITE LEAD—Prices advanced on the 1st, and we now quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

W. G. HARRIS

Wholesale Buyer
. . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

BINDER TWINE FOR SALE.

SEALED TENDERS, endorsed "Tender for Twine,' and addressed "Inspector of Penitentiaries, Ottawa," will be received until Wednesday, January 20th next, inclusive, for the prospective output of the twine factory at Kingston Penitentiary for the coming season. The lot will contain approximately:—**60 tons "Maple Leaf," 270 tons "Beaver,"** and **170 tons "Pure Sisal,"** which will be delivered f.o.b. cars, Kingston, in quantities to suit the purchaser.

The warehouse to be cleared of all twine on the 1st of August next, at which date the contract will terminate. Terms, cash on delivery. The quality can be ascertained by inspection at the Penitentiary warehouse.

The tenders should state the price per pound for each grade, and must be accompanied by an accepted cheque, payable to the order of the Minister of Justice, for an amount equal to 5 per cent. of the proposed purchase, which, in the case of the tender being accepted, will be retained by the Department as a guarantee of the faithful fulfilment of the contract, and accounted for in final settlement.

DOUGLAS STEWART,
Inspector of Penitentiaries.

Ottawa, December 31st, 1896.

It Kills Dead...

The Potato Bug that gets a taste of Berger's Paris Green is a goner sure. There is no chance for recovery, he's got to go and go quick.

It's the power to kill, and do it quickly, that's made Berger's reputation on green.

Have your Paris Green good if you want to hold the farmers' trade.

Will be glad to quote prices.

The Walter H. Cottingham Co. Ltd.

Wholesale Agents for Canada

MONTREAL

EMBOSSED SHEET STEEL

WE WANT A FEW MORE HUSTLING AGENTS

For interior decoration is now being largely used by the **Leading Architects and Builders** of the country. These goods are handled by the Hardware Trade. **Are you in line?**

GET OUR CATALOGUES. YOURS FOR THE ASKING.

KEEPING EVERLASTINGLY AT IT BRINGS SUCCESS.

Panel No. 10. 72 x 72 inches.

The construction and fit of our many patterns go to make up an endless variety of exquisite designs, adaptable to the best class of store and residential work.

PERMANENT FIRE-PROOF WATER-PROOF SMOKE-PROOF HANDSOME IN DESIGN

THE PEDLAR METAL ROOFING CO.

Largest Makers of these goods Under the British Flag.

Head Office and Works:

OSHAWA, ONT.

RED LEAD—Quiet and steady. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Without change.

LINSEED OIL—There is no activity to note. Prices are 1c. lower. We quote: Raw, 46c., and boiled, 49c. net 30 days; 5 and 10 barrels 1c. per gal. less.

TURPENTINE—Dull and steady, at 44c. in single barrels, net 30 days; 5 barrels 1c. less.

SEAL OIL—Continues steady at 52½c.

CASTOR OIL—Dull and unchanged, at 9½ to 10c.

PUTTY—Quiet at $1.85 in bulk.

NAVAL STORES—Unchanged. We quote as follows: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is little change in heavy chemicals except that sulphate of copper is more firmly held. We quote: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50.

HIDES.

The hide market continues quiet and unchanged at 7, 6 and 5c. per lb. for beef hides, 75c. for lambskins and 4 to 6c. for calfskins.

PETROLEUM.

The market rules firm at the advance noted last week. We quote as follows: Canadian refined, in car lots, 15½c.; smaller quantities, 16½c.; American pure white, in car lots, 18c.; water white, 20c., and Astral, 22c., less 2 per cent. In small lots pure white is quoted at 19c.; water white at 20½c. and Astral at 22½c.

ASHES.

There is no change in ashes. We quote: First pots, $3.40; seconds, $3.05, and pearls, $4.45 per 100 lbs.

COAL.

The market rules quiet and steady. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4.

Art Metal Work
FOR INTERIOR and EXTERIOR FINISH

We make the largest variety, most accurate fitting, ornamental, durable and reliable in the Dominion. No imitator has anything equal. No light-weight, trashy stock used in our makes. **Prices right.**

Metallic Roofing Co., Ltd., Wholesale Mfrs. Toronto

ONTARIO MARKETS.

TORONTO, Jan. 8, 1897.

HARDWARE.

THE most interesting feature in connection with the hardware trade this week is the meeting of the manufacturers' associations, which began here on Tuesday. So far, the only change made is a reduction of 10c. per 100 pounds in barb wire, plain twist and staples. Actual business is quiet. Representatives of the different wholesale houses are nearly all on the road again, and although they have been sending in a good many orders, they are chiefly for forward shipment. Prices on some staple lines are in an unsettled condition owing largely to the manufacturers' meetings. There has been another slight change during the past week in spades and shovels, "Old's" brand, being quoted at $6.72. A reduction has also been made in tarred roofing felt. Payments are fair.

BARB WIRE, ETC.—As noted in our editorial columns, the manufacturers have reduced the price of barb wire, plain twist and staples 10c. per 100 lbs., and we now quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per keg less than above figures. No guarantee against change in either price or tariff. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

WIRE NAILS—Little or nothing doing. Discounts are 75 and 10 per cent. Ontario, with delivery of 10-keg lots to points where ratedoes not exceed 25c. per 100 lbs. Discounts in Quebec, 75, 10 and 2½ per cent.; Maritime Provinces, 75 and 7½ per cent.; British Columbia, 75, 10 and 2½ per cent. f. o. b. factory; Manitoba and the Territories, 70 and 5 per cent.; Winnipeg, 70 and 5, delivered.

CUT NAILS — No change. Base price $2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS — Scarcely any demand. Discount, 50 per cent.

HORSESHOES—The demand is light. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—Trade fair. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Quiet and unchanged. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Quiet. Discount, 60 per cent.

RIVETS AND BURRS—Business continues fair. We quote as follows: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—The quietness noted last week still obtains. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ⅜ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

SPORTING GOODS—There is little else but ammunition going out.

CUTLERY—As is natural after the holiday season, business in this line is uninteresting.

CHURNS—A mistake was made in the discounts furnished us last week. The figure from factory is 65 per cent. off the list and from stock 63 per cent. The terms

MOST PROFIT

Is made in the long run on goods that give to customers best **SATISFACTION.**

NICHOLSON FILES ARE THE **Best Sellers**

Because they have had a **Universal Reputation** for 30 years of being the **STANDARD of AMERICA,** and they are well known to be **UNIFORMLY RELIABLE.**

NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

LARGEST PRODUCERS IN THE WORLD.

are 4 months with 5 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Not much doing. We quote: "Royal Canadian," with brass corners, at $29.50 and the "Lightning" at $30 per dozen, usual terms.

SPADES AND SHOVELS—There has been another slight readjustment of prices during the week, "Old's" brand now being quoted at $6.72 instead of $7.37 per dozen, as given a week ago. On other lines the discounts are 40 to 42½ per cent. Jobbers are not, however, it is said, yet in a position to quote on full lines of these. So far very few orders have been booked for spring delivery.

SNOW SHOVELS—The demand is fair at $2.60 to $2.75 per dozen.

AXES—Trade is rather slow. We quote $5.25 to $9.

BUILDING PAPER—A large trade is expected in this line in the way of orders being booked for forward delivery during next month. Prices are unchanged, except in tarred roofing felt, which is 7c. cheaper per 100 lbs. for large quantities. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

SKATES—Sorting up orders are still coming in freely.

LEATHER BELTING—Trade is moderate. We quote: Standard, 45, 10, 10 and 10 per cent; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

CEMENT — Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

METALS.

Metals are still as a rule dull. Copper is a little higher, while solder has been reduced in price.

PIG IRON—The market continues dull and uninteresting, and domestic is nominally unchanged at $16.50 for No. 2 in ordinary lots, Toronto.

BAR IRON—There is practically nothing doing. Base price, $1.50 to $1.55 f.o.b. factory, and $1.60 to $1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Trade continues quiet and prices unchanged at $2.25.

SHEET STEEL—Much the same as a week ago. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—Still quiet.. We quote as follows: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—Is in moderate request only. We quote Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

TINNED IRON—Scarcely anything doing. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Trade is quiet. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Quiet. Discount, 60 and 5 per cent.

PIG LEAD—Still quiet. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER—Prices have been advanced ¼c. per lb., quotations now being 12¼ to 12½c. per lb. Business is quiet.

INGOT TIN— Quiet. Ruling price is 15½c. for ordinary quantities and 16c. for small lots. The inside figure could be shaded for large quantities.

SHEATHING COPPER, ETC.—Sheathing, roofing and braziers' copper are still quiet. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—The demand is still fair for small quantities. We quote as follows: ¼-inch, 60 and 2½ per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ to 50 per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Quiet. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Dull and unchanged. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—Trade has been a little better during the past week, but still it is far from being active. We quote cokes at $3.15 for 14 x 20 and $6.25 for 20 x 28.

COIL CHAIN—Quiet and unchanged. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES—Dull. We quote: I C, $6; I X, $8.

SHEET ZINC—Not much doing. We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Quiet. Prices are firm. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Owing to the competition in this line consequent upon the different qualities being turned out prices have been reduced. We now quote: Standard, 10 to 11c.; strictly pure, 11 to 12c., according to quantity.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

With the opening of the year prices for new material advanced on the London Metal Exchange, and improvement in the price of old material is consequently looked for. In the meantime, however, trade locally is quiet and unchanged. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7½c per lb.; bottoms, 7½c.; new light, 7¾c; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

The interesting feature regarding the glass market is the formation of an agreement among the jobbers in Toronto, Hamilton and London as to price. Under this agree-

ment the first break in 50-foot boxes is fixed at $1.35, and in 100-foot boxes at $2.60, Toronto and Hamilton, and in London the price is 5c. per box more for star and double diamond than at the two latter points. The changes are dealt with more fully in our editorial columns.

PAINTS AND OILS.

The feature in paints and oils is a reduction of 1c. per gallon in the price of linseed oil, while quotations are now given on 10 to 20-bbl. lots as well as smaller quantities. Turpentine is a little firmer in the South. Through some misunderstanding the prices of white lead furnished the Toronto jobbers last week were for Montreal, and consequently were 15c. per 100 lbs. below the correct figures. Trade in all lines of paints and oils is quiet.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15 ; No. 1, $4.77½ ; No. 2, $4.40; No. 3, $4.02½ ; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4 ; ditto, No. 1, in casks of 560 lbs., $3.75 ; genuine, in kegs of 100 lbs., $4.25 ; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; 10 to 20 barrels, 45½c. Boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c., 10 to 20 barrels, 48½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote : 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed ; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL — In cases, 9c. per lb. and 9½c. for single tins.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote : Genuine red lead, in 100-lb. kegs, $4.25; No. 1, do, $4.

PUMICE STONE— 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY— In bulk, casks 800 lbs., $1.65 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $1.95 ; 25-lb. tins, 4 in case, $2.10 ; 12½-lb. tins, 8 in case, $2.35.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7½c. Dealers pay 6½c. for No. 1, 6c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lambskins, 85 to 90c.

WOOL—The market is steady. Dealers are paying 21 to 22c. for combing fleece, 17c. for rejections. Pulled supers are 20 to 21c. and extras at 22 to 23c.

PETROLEUM.

The price of Canadian oil and American water white are ½c. lower. Business continues brisk. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Solder is fractionally lower.

Ingot copper is ¼c. per lb. dearer.

Linseed oil is 1c. per gallon cheaper.

The price of tanned roofing felt has been reduced 7c. per 100 lbs.

There has been a further advance of 3 to 4d. in the price of coil in England.

The base price of white lead fixed by the grinders is $5.15 Toronto, and not $5 as stated last week.

The price of "Old's" brand of spades and shovels has been again changed and is now fixed at $6.72.

The manufacturers have reduced the price of barb wire, plain twist and staples to $2.70 in carload lots, and $2.75 in less than carload lots, Ontario points.

The jobbers in Toronto, Hamilton and London, have come to an agreement regarding the price of window glass and the price of star has been fixed at $2.60 in 100-foot box at the two first-named places, and at $2.65 in the last named.

H. S. Howland, Sons & Co. are in receipt of advance samples of the cyclometer illustrated in last week's HARDWARE AND METAL, and retailers can now be furnished, on application, with samples with which to take orders for the coming season.

H. S. Howland, Sons & Co. are this week showing samples of a new screen window for the next season. The screen is named "Perfection," and can be adjusted to any ordinary sized window. A representative of the house stated that the price would be unusually low.

Bowman, Kennedy & Co., wholesale hardware merchants, of London, Ont., have just received a carload of clay targets and traps for trap shooting. They are offering these at close prices to the trade. They can also offer electric pulls at exceptional values. Write them.

UNITED STATES MARKET.

NEW YORK, Jan. 8, 1897.

PIG TIN—The increased strength in London is reflected here in instances, and some holders are quoting 13.10c. as the lowest price, though others are naming 13c. There were but few enquiries reported in the trade to-day, and there is still only a very light business doing. An arrival of 25 tons at Philadelphia is reported.

COPPER—Actual business is on a mederate scale, though rather better enquiries are reported. The market is firmly held, however, at previous quotations. London, on the other hand, closed easy to-day, the first instance for some time. The sales on the London Exchange, it will be noticed, were large. In the New York market Lake Superior may be quoted at 11⅝c., ranging to 11¾c.; casting stock at 11⅛c. and electrolytic at 11¼ to 11⅜c.

PIG LEAD—There is no quotable change in prices, the market remaining at 3.05 to 3.10c., according to delivery, except that in instances sales of odd lots at slightly less than these figures. The market is very quiet, however, neither buyers nor sellers appearing over desirous of trading.

SPELTER—Continues dull and easy, only light sales being reported at the present quotations of 4.05 to 4.10c.

ANTIMONY—The usual conditions remain unchanged. Regulus may be quoted at 7½c. for Cookson's, 6½ to 6⅝c. for Hallett's and 6½c. for Japanese.

TIN PLATE—The market is positively dull, with no change from previous prices.

IRON AND STEEL—Except for certain brands, for which rather favorable enquiries are reported, the market for pig iron is extremely quiet and rather weak, though previous prices may still be fairly quoted. In scrap iron there is also only a light movement.

"BARNEY" IS GOING WEST.

"Barney" Saunders, who has been in the employ of the firm of H. S. Howland, Sons & Co. for the last fourteen years, starting with them as a boy, and latterly representing them in Eastern Ontario, has accepted a position with Miller, Morse & Co., wholesale hardware merchants, of Winnipeg. Mr. Saunders leaves for the West about the middle of the present month. His many friends in Toronto and on the ground which he recently covered wish him prosperity in his new field of labor. "Barney," said an intimate friend of his, "is made of the right kind of stuff to make his way in the world, and he should make a success in the West."

HARDWARE STORE FOR SOUTH WOODSLEE.

W. H. Rumball, hardware merchant, Merlin, has sold out his business there to Barr & Teskey. Mr. Rumball will locate in South Woodslee, Ont., where he will continue in the same line of business as in Merlin. He is erecting a new store in South Woodslee 30 x 100 feet, and it will be convenient and up-to-date. Mr. Rumball will carry a full line of hardware and tinware, and as he has a good share of enterprise he may be expected to work up a good trade.

NEW HARDWARE FIRM IN OSHAWA.

Oshawa is to have a new hardware firm. Its style is Braithwaite Bros. and it will occupy a store in Borsberry's block. The members of the firm are A. E. H. and F. Y. W. Braithwaite. The latter has been for the past three years with Everson and Hawkins, hardware merchants, Oshawa, and the former has just returned from Rossland. Both are young men of enterprise and ability and they should succeed in their new venture. HARDWARE AND METAL hopes they will.

CATALOGUES, BOOKLETS, ETC.

USEFUL FOR CLERKS AND MERCHANTS.

THERE is no need for the merchant to go back to his store aad begin "blessing" his assistants because he has forgotten to order some line at his wholesale house. The Pure Gold Manufacturing Co. are issuing a neat little leather-covered note book that will entirely do away with this, and all that they ask is that you send in your name and enclose a one-cent stamp for postage. It has a pencil attached and also a pocket for stamps and memos.

THERE IS ONE FOR YOU.

The Hamblin & Russell Manufacturing Co., Worcester, Mass., hardware and standard wire goods, have issued their new catalogue for 1897. It is a credit to any firm. The illustrations of the different classes of goods manufactured by them are numerous and exact. This firm also invites correspondence with inventors and will manufacture patented articles in iron, tin, wood, brass, wire, etc., on royalty and place them on the market. Patentees should make a note of this. Every retail hardware man should have one of these catalogues as it would be quite an addition to his desk. They will send a copy to any address on receipt of a postal card asking for one.

THE E. B. EDDY CO.'S CALENDAR.

The E. B. Eddy Co., Ltd., of Hull, Que., has issued its calendar for 1897. The calendar is unique and attractive. The most striking feature of it is the bird's-eye view on each page of the mammoth works of the firm, with a glimpse of Ottawa in the distance. Running through the pages are a number of phrases brightly put. Here are some of them: "Things seen are greater than things heard of"; "This is the largest of its kind and one of the most unique establishments under the British flag"; "E. B. Eddy's matches—here since 1851;" "E. B. Eddy's daily production of paper is 45 tons;" "Climatic variations do not affect E. B. Eddy's matches;" "E. B. Eddy's washboards prevent many an aching back."

L. CHAPUT, FILS & CIE.

The calendar issued by L. Chaput, Fils & Cie., wholesale grocers, Montreal, is both attractive and interesting. What chiefly make it so are the views which are given of the three different buildings which the firm has occupied since its organization in 1842. The first shows an unpretentious two-storey building with a floor space of about 8,500 square feet. This building, at Commissioners & Peter streets, was vacated in 1872. The second view shows a four-storey building on the same site, with a floor space of 21,000 square feet. This building did duty till 1889. The third and last view shows the fine building, with a floor space of 50,000 square feet, at present occupied by the firm. Every grocer in the country should send for a copy of L. Chaput, Fils & Cie.'s calendar.

A NEAT LITTLE REMINDER.

J. S. Mitchell & Co., iron and hardware merchants, Sherbrooke, Que., are this year remembering their friends with a neat and useful little pocket note-book in Russian leather. This firm makes a specialty of a variety of lines, which are enumerated on one of the pages. The pocket-book is vest-pocket size, and is just the thing for a busy merchant. Those who have not yet received one should write the firm for one.

A PAINT TRADE HUNTER.

The Walter H. Cottingham Co., Ltd., Montreal, are distributing a booklet among the trade, dealing with the Sherwin-Williams paints. The booklet is oblong, is printed in three colors, is illustrated, and is bright and inviting. "We want your paint business. We don't want all of it, but we want the part that requires good paint," is the terse and pointed way in which the reading matter starts off. A neat folder, giving further information regarding the Sherwin-Williams paints, accompanies the booklet.

THE PEDLAR ROOFING CO.

The Pedlar Metal Roofing Co., of Oshawa, are becoming famous for the annual catalogues, etc., which they issue. This year they have exceeded rather than otherwise their previous efforts in this line. Their catalogue proper contains 96 pages of liberally illustrated matter regarding the great variety of lines manufactured by the firm. But the chief interest is centred in the "Art Metal Interior Decorations," as the catalogue illustrating the interior decorations made by the Pedlar Metal Roofing Co. is called. This particular catalogue contains 56 pages, and is a beautiful piece of work. The aim sought is to illustrate from photographs and sketches the patterns of the interior decorating metals of the firm, and well is the aim accomplished, for the very samples themselves could scarcely convey a better idea of the patterns. The Pedlar Roofing Co. is to be congratulated upon its enterprise. The officers of the company are: G. H. Pedlar, general manager; G. H. Pedlar, Jr., assistant manager; Nellie Pedlar, secretary-treasurer; Grace Pedlar, correspondent.

THE THOMAS DAVIDSON CO.'S CALENDAR.

The notice in last week's HARDWARE AND METAL of the Thomas Davidson Co.'s calendar and lithographic tin whisk holder has inundated them with requests for a copy of the calendar and whisk holder from the trade in every part of Canada. The first few that they sent out went at a reasonable rate of postage, but the authorities, noticing the large quantities they were mailing, informed them that they would have to pay a higher rate of postage. This they very properly refused to do, and the matter has been referred to the Postmaster-General. As soon as he gives his decision the supplies waiting to be mailed will be sent on at once. This will explain why so many have not received theirs.

DEMISE OF MR. WM. CRAIG.

Mr. Wm. Craig, merchant and ex-M. P., of Russell, breathed his last at his home in Duncanville, Russell, on Friday night. Mr. Craig had been unwell for some time past, and went to Ottawa about four weeks since, entering the Protestant Hospital for special treatment. He remained but a couple of weeks, however, as, learning more fully the nature of his ailment, and that there was little hope for a cure, he returned to his home a few days since and gradually sank from heart trouble. Mr. Craig was a prominent business man in the county he represented in Parliament for four years, and was very highly respected.

Church's . . .

ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

Sold by leading paint dealers everywhere.

Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.

The W. R. Gardner Tool Co. Ltd.

SHERBROOKE, QUE.

Hammers, Hatchets, of every description.

Augers, Auger Bits, common and Jennings' pattern.

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Special boring tools for wood-working and furniture factories. Prices on application.

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GLASS

The largest and most complete stock of glass in Canada.
We are the only house making and carrying the full line.

LOOK AT THIS LIST.

MIRRORS	LEADED WORK	MOSAICS
CATHEDRAL WINDOWS	16 and 21 oz. sheet.	SIGNS AND PAPER
PLATE GLASS	28 and 32 oz. sheet.	WEIGHTS
GERMAN MIRRORS	ENAMELS	STAINED GLASS
JEWELLED WINDOWS	Tints of every kind.	PORTRAIT WORK

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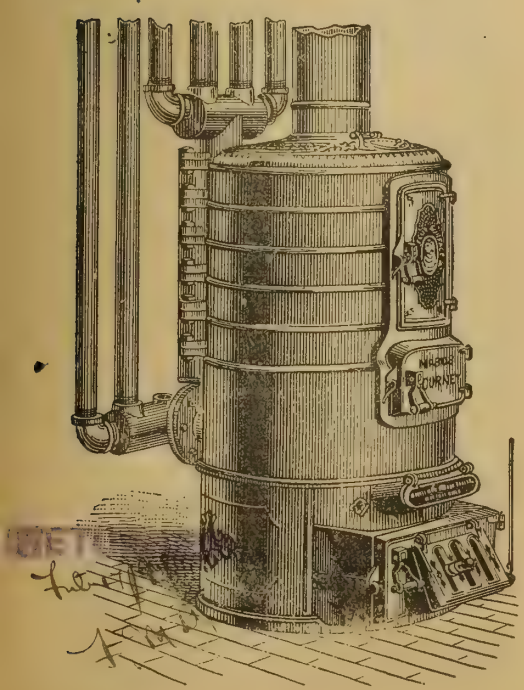

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The Boilers have unequalled construction and perfect circulation.

The Radiators have iron to iron joints, no gaskets, no leaks, no repairs ever needed. Every foot is prime heating surface and they are made in all possible sizes and styles with special tapping to suit all connections.

SEE OUR CATALOGUE FOR FULL DETAILS.

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

THE CANADA PLUMBER AND STEAM-FITTER

THE total number of building permits issued in Toronto during the past year were 410, and the total amount of money represented is $657,168. In 1895 there were 371 permits issued, totalling $1,346,810. This latter sum included the re-erection of the Simpson building and others in the burned district, and the Foresters' temple, which aggregated $600,000. The decrease therefore, of $689,646 from 1895 is not a true indication of the building operations during the two years, as in 1896 there were no structures of unusual size erected.

WINDOW DISPLAY.

An uniquely dressed window is in the hardware and plumbing establishment of F. H. Barr, 2,373 and 2,375 St. Catherine street, Montreal. It represents a fully equipped bath-room, and the leading feature is the number of articles it takes to constitute one of these departments in the furnishing of a house. It contains an English porcelain bath with nickel-plated cocks, English porcelain closet with oak top, American enamel wash basin with nickel stand, shower bath, rubber guards, nickel waste pipe, sponge and towel rack, mirror, etc. A window containing such a display must certainly attract attention as well as help this line of business. It reflects great credit on Mr. Barr's ideas as a window dresser.

HE WANTED TO BE A PLUMBING INSPECTOR.

It was shortly after the last mayoralty election while at the complaint window I noticed a man sizing up the office, says a writer in Plumbers' Trade Journal. He was of the kind and product of the level, the springy, mincing step, the square jaw, the face covered with scars—marks of the rough-and-tumble life he led. As he approached me he fished from his pocket a document. Its appearance was not prepossessing. Covered with beer stains, it told its own story of the signatures. Fearful and wonderful were the hierographs attached. Giving his derby a rakish tip, he asked who was the main guy?

I asked his business. He slammed his paper on the desk and said:

"Dere's my application for inspector, see!"

I told him to wait a moment and I would present it to the commissioner. Having done so, I told him that the commissioner had placed his application on file.

"Naw, yer don't put it on no file, see! I'll go get my push and have it put on top, see!"

He gave his hat a flip with his finger, throwing it over his right eye. As he turned away he tossed his head in my direction, spit over his shoulder in my direction and with "I'll see yer later!" a parting look, he started for his push.

WANTED THE JOURNEYMAN TO MARRY HER FIRST.

Many years ago, in what is now a flourishing city, lived a retired plumber—the only one we have ever been able to discover, says an exchange. He was fond of pipe and joke. He was also very fond of his blooming daughter, whose many graces had snared the affections of a young journeyman.

The couple, after a season of billing and cooing, "engaged themselves," and nothing but the consent of the young lady's parents prevented their union. To obtain this an interview was arranged, and the "jour" prepared a little speech to admonish and convince the old man, who sat enjoying his pipe in perfect content.

He dilated on the fact of their long courtship, and their mutual attachments, their hopes for the future and like topics, and taking the daughter by the hand he said: "I am now, sir, to ask your permission to transplant this lovely flower from its parent bed—" but his feelings overcame him, and he forgot the remainder of his oratorical flourish, blushed, stammered, and finally wound up with, "from its parental bed into my own."

The father keenly relished this discomfiture of the suitor, and removing pipe and blowing a cloud, replied: "Well, young man, I don't know as I have any objection, providing you marry the girl first."

FITTING CUSTOMERS TO BATHTUBS.

In a certain plumbers' supply house up in Canada, a dainty lady and her mother called in to inspect the baths on exhibition, and as usual the "boss" was all attention and most obliging, showing the various styles. To the prospective customer, however, it appeared that some were too short, others too long, not wide enough, etc.

To settle the matter, the elderly lady (rather stout) proposed that her daughter should get in one and see if it would suit. It was graciously acceded to (without disrobing), and one was quickly decided on, and the sale made.

After the ladies had left the store the assistant notified the "boss" that he would have to ask for higher wages, as it was not in his agreement that he should have to "fit" plumber's goods, and he could not tell where such requests would stop, or again, if it had been the elderly lady, dear knows how he would have lifted her out.

But all's well that ends well, and the receipted account quieted his ruffled temper.—W. H. Wiggs, in Plumbers' Trade Journal.

U. S. PRODUCTION OF MINERALS.

THE production of minerals and metals in the United States for the year 1896 is given at a total value of $653,311,468, showing a decrease, as compared with 1895, of $24,689,266, or about 3½ per cent. This decrease was largely in values rather than in quantities; in none of the chief articles was there any decrease, while in several there were considerable increases.

The total production of metals in the year 1896 was valued at $242,311,481, an increase of $1,694,111 over the previous year; while the value of non-metallic substances was $410,999,987, a decrease of $26,383,377 from 1895. A large part of this was due to the lower values of coal, stone and a few other important substances, very little resulting from the smaller quantities.

The increase in copper has been extraordinary, the total gain amounting to 67,370,150 pounds.

The production of gold reached the great total of $57,000,000, a gain of $10,169,800. This extraordinary advance, which far surpasses the gain reported from any other country in the world, puts the United States far in the lead of the producing countries. Our output of gold was no less than 26 per cent. of the total reported for the entire world.

The production of pig iron has been 8,768,869 long tons, the decrease from 1895 being only 677,439 tons, or about 7 per cent.

The production of lead from domestic ores amounted to 175,717 short tons, showing an increase of 20,863 tons over the preceding year. In addition to this there were 79,000 tons produced from imported ores, or refined from imported bullion.

The output of quicksilver was 33,012 flasks, of 76½ pounds each, showing a decrease of 966 flasks from the previous year. The production continues to come wholly from the California mines.

The production of silver from domestic

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

ores reached a total of 45,465,173 fine ounces, showing a decrease of 865,062 ounces. There were produced or refined from foreign ores and bullion by our smelters and other works no less than 40,000,000 fine ounces of silver, making the total quantity refined or put into final marketable form in this country 85,465,173 fine ounces.

The total production of spelter or commercial zinc for 1896 amounted to 77,084 short tons, showing a decrease of 4,774 tons from that of 1895.

The output of bituminous coal was 141,770,099 tons, showing a gain of 4,371,752 tons. On the other hand, there was a decrease of 6,782,057 short tons in the anthracite production. The total coal production was, therefore, 193,351,027 short tons, and the total decrease as compared with 1895 was 2,410,305 tons. — Engineering and Mining Journal.

A SMOKELESS POWDER COMBINATION.

THERE are at the moment indications that several of the largest manufacturers of smokeless powder, who have for some time been engaged in severe competition, will unite under some form of combination. The leading manufacturers of nitro or smokeless powder are the Schultze, the "E. C.," the "S. S.," in England, and E. I. Dupont de Nemours & Co., in this country. The "E. C." Co. also has a plant here. In addition to these companies there are several of more recent origin in Germany, France and other countries.

For a considerable time the trade has been in unsatisfactory shape, prices being low, and in instances, it is claimed, below the cost of production and distribution. Quite recently, however, the Schultze Co. secured an option upon a controlling interest in the "S. S." Co., and it seems the general opinion that the deal will be consummated, though some time may be required to complete details.

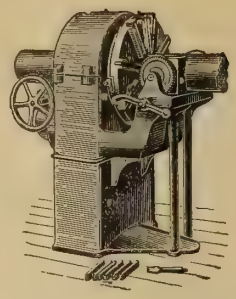
The works of the "S.S." Co., which are located at Barwick and Hertfordshire, Eng,, are among the largest and finest equipped of any nitro powder establishments in the world, and the result of the deal will, it is believed, be to place the Schultze Co. in a strong position in the market. The "S. S." Co. has hitherto made a specialty of rifle powders, while the Schultze Co. has confined itself mainly to the manufacture of shot-gun powder.

Rumors are current that negotiations are now in progress between the Schultze and the "E.C." companies looking to a consolidation of these interests. The arrangements will be conducted in England, and no detailed information can be obtained here at present. It is hinted, however, that the ultimate purchase of the E. C. by the Schultze is a possible outcome. The Schultze is the oldest of smokeless powder companies, and generally credited with being the richest, although not the heaviest capitalized. For some time the company had an agreement with the "E. C." Co. for the maintenance of prices in European business, and about 1891 the arrangement was also entered into for the United States, the two companies disposing of their product through a single joint selling agency in this city. About two years ago, however, the agreement was given up. It was alleged that the "E. C." Co. had been quietly giving rebates to purchasers of "E. C." powder upon presentation of bills of sale by the latter, thus injuring the sale of the Schultze product. This charge is denied by "E. C." interests however. At all events, there was a break in the agreement, and the Schultze Co. made a reduction in prices, which was met by the "E. C." Last March, however, the Schultze Co. made a heavier cut, which was not met. This brought the jobbing price of Schultze powder to about 40c. a bulk pound—that is, the quantity necessary to fill a one pound black powder canister, an amount which varies from about 6¾ to 8 ounces, the smokeless powder being much lighter than black. The prices of other companies ranged somewhat higher to about 48c.

There has been much complaint about these prices, and it has been more than once predicted that the excessive competition would inevitably produce a reaction resulting in the formation of a combination such as is now understood to be pending. The situation during the next few months will be watched with much interest by members of the powder trade.

The Dupont Co. has not been directly concerned in the fight between the Schultze and "E. C.", but its prices have been kept down on account of the low figures of the foreign companies. It is believed that if the English companies reach an agreement, or if an amalgamation is formed, the Dupont Co. will work in harmony with them.—N.Y. Journal of Commerce.

Armstrong Pipe Threading AND CUTTING-OFF MACHINES
(Hand or Power).



Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.
New York Office : 139 Centre St. Bridgeport, Conn.

THE NAIL MACHINE BUSINESS.

THE collapse of the nail combination has brought to grief a number of small nail manufacturers. The continued maintenance of very high prices made the manufacture of wire nails a tempting business. Those who were so fortunate as to secure machines during the early days of the combination reaped lucrative returns from their investments. Others who sought to engage in the business were for a long time unable to obtain machines, although they offered large premiums for them. Within the past six months, however, the way seemed to be open for a very energetic man to supply himself with the needed equipment, and facilities for securing machines increased rapidly. It might have been supposed that the indication of threatening weather on the wire nail horizon since autumn set in would have deterred tenderfeet from venturing into the field. But as soon as machines were available eager buyers were found for them, and fair-sized equipments are known to have been but recently shipped from several factories to persons who were impatient to get into the nail business. The demand from this class of investors was so keen that they overbid each other, and lucky buyers of machines were offered premiums for their bargains by later comers. The rapid tumble in the price of nails, however, has put a sudden stop to the activity in the nail machine trade. Such machines are now a drug on the market, and are likely to be so for some time. The outsiders who have been recent buyers can look upon their investments in machines as permanent, and both they and the machinery builders are fortunate if these machines have been paid for. This is an illustration of the chances run by those who endeavor to take advantage of artificial prices made by a combination. A collapse is always to be feared, which means disaster to the small venturer, who necessarily pays higher prices for his material than the large makers.—Iron Age.

TRACTION.

TRACTION, says a writer in Age of Steel, is the act of drawing, or pulling by force, a rotatable body. When a moving force acts upon a body that does not rotate that body must slide if it remains in contact with the contacting body, or the latter body, if rotatable, must roll against the surface of the actuating body.

A cylindrical drum will roll when drawn along a plane surface, for instance, but if blocked so it cannot rotate the drum will slide under a moving force. In the second case the moving force applied to a board resting on a roller results in a rolling action if the frictional contact will transmit enough of the force to the roller to rotate the latter ; if not, the roller ceases to be a rotatable body and a sliding action takes place. In sliding contacts the parts touching each other travel in parallel planes ; in rolling contact the contacting surfaces approach, touch and recede from one another, but at the instant any certain point on the surface of a rolling body is in contact with the matching surface, that point is at rest, relatively to the matching surface. All the other points of the rolling body are at any instant rotating around the point that is at rest at that instant. As these other points are at various distances forming radii from the centre they are travelling in orbits of different size at that instant, and this point of rest and contact where the radii of all the other points centre at that particular instant is called the instantaneous axis of the rolling body.

All the points in a rolling body are fixed with regard to each other, they are always on an increasing or a decreasing radius from the instantaneous axis, and therefore travel faster in their orbit the longer the radius. This is illustrated by an instantaneous photograph on a rapid plate of a wheel rolling on the ground. The upper part of the wheel opposite the point in contact with the ground will appear blurred, but the part at the ground will appear distinct, showing that the upper portions of the wheel were moving faster than the lower portions.

Take any point on the wheel rim, as the wheel rolls along, that point will rise from its contact with the ground and reach its greatest height, equal to the diameter of the wheel when directly opposite the point then in contact with the ground. It is now traveling at its greatest speed and widest orbit. Continuing, it descends and gradually diminishes its speed till it again touches the ground and becomes for an instant the axis about which all the other points revolve only to rise again as the wheel rolls on. (What a chance to moralize.)

The distance between the two points on the ground is the same as when measured around the wheel to the selected point ; that is, it is the circumference of the wheel laid out (developed) on the ground. The path taken by the selected point as it traveled through the air from one point to the next is named a cycloid and some of the peculiarities relating to a cycloid are as follows :

1. The horizontal ground distance equals the circumference of the generating circle (the wheel).

2. The path of the point through the air, described as a cycloid, equals four times the diameter of the generating circle.

3. The area of the plane of the cycloid (bounded by the curve and the horizontal base) equals three times the area of the generating circle.

When we place a second plane surface above the wheel the wheel acts as a roller to carry onward the upper plane at the same time it rolls along in contact with it. Thus, in the case of a house being moved on rollers, the forward movement of the house is twice as much as the progress of the roller ; since the house moves forward upon the roller a distance equal to its circumference at every revolution of the roller, and the roller itself travel onward upon the ground a distance equal to its circumference at the same revolution.

In the case of wagons the body can only travel as fast as the centre of the supporting wheels, barring accidents that may cause them to travel independently of each other.

CARE OF A GENERATOR GASOLINE STOVE.

THE following directions for the care of gasoline stoves is taken from a catalogue issued by an American firm :

Use only 74 degrees deodorized gasoline.

Good gasoline will not clog a burner.

Never use a funnel or measure that has been used for coal oil, as a single drop of the latter will cause the burner to smoke and clog the orifice. Use only new and clean cans and use them for gasoline only.

Trouble is sometimes experienced on first starting a stove to get the gasoline to flow when filling the drip cup. This is caused by the air in the pipes, which is easily forced out by opening the generator valve a few minutes.

Keep the burner clean on the under side particularly. The accumulated soot should be removed at least once a week with a feather or wing of a fowl, or, where the latter is not handy, with a stiff bristle brush. Care should be taken not to strike or bend the needle points, as this would affect the smooth running of the burner.

Every spring the sediment should be cleaned out of the pipes. This is easily done by removing the sediment plug, which is numbered 2 on cut of our generator burner, and allowing at least a half gallon of gasoline to run through same. Never use water for this purpose.

Should valves leak at packing nuts, screw them up with wrench that goes with stove, but not too tight.

Do not force the valves too hard in closing, as this is apt to enlarge the orifices. Only a slight pressure is sufficient to close them. Never close tank valve while generator is hot, as pressure in the generator is apt to force a leak in some part of burner.

Always let the generator burner run at least two minutes before starting any other burner.

In case the generator burner should produce a reddish sluggish flame, wipe the top of the generator orifice, and then screw up the cleaning valve No. 13 until the needle point projects. Then screw it back again three or four turns. Should generator flame burn too large, regulate it to proper size with cleaning valve.

It is not necessary to burn any of the side burner flames to their full extent, as good results can be obtained by burning a smaller flame and a saving of fuel is effected.

Never run sub-burner and generator burner at same time.

If these directions are closely followed our stoves will always give satisfaction.

Caution.—Never fill stove with flame of any kind near it. Do not keep gasoline in cellar. It should be kept outside the house if possible, where there is plenty of circulation of air.

YOU WERE ASKED . . .

For ———

HARNESS OIL

last week

Do you remember if it was

ALLIGATOR HARNESS OIL ?

If so, send to us. We make it.

Alpha Chemical Co.

BERLIN, ONT.

"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

ACETYLENE.

ACETYLENE gas probably marks a climax in the long line of inventions in lighting since the days of the pine-knot torch and tallow dip, for it seems to leave nothing further to be desired. As an illuminant, it is economical, can be made anywhere without the necessity for an expensive plant; it is available for use in village and country houses as well as in cities, and last, but not least, gives a light that in color, steadiness, volume and chemical properties closely approximates the light of the sun. The power of this gas may be judged from the fact that a single burner consuming two feet per hour (about one-third as much as an ordinary gas burner) will cast a sharp shadow through an incandescent electric light of 100 candle power, even showing against a white wall the shadow of the burning filament. This much may be said of the gas as a light. On the other hand, no means seems to have yet been devised for using it with safety. Several dangerous explosions have occurred in this country as well as in France, where a heavy charge is made for it, and the use of the gas in portable lamps or in a liquid state is forbidden. One or two new devices promise to bring the use of the light within the limits of reasonable safety, and we have no doubt that inventive genius will soon overcome the dangerous features of the gas.

The subject is being carefully studied by fire underwriters, and as soon as it is understood no doubt a standard form of permit will be issued. In the meantime, we are willing to grant permits on condition that the gas is not to be generated upon the premises, nor the reservoir containing the compressed gas kept within the building insured. Another simple and effective safeguard, which will probably be required by the companies generally, is that the piping of buildings shall be provided with an outlet to the open air, controlled by a safety device, so arranged as to let the gas escape outside, when the pressure exceeds four ounces to the square inch. These restrictions we believe to be necessary until such time as the subject shall be better understood. The gas has a great future before it, and in time will probably benefit fire underwriting interests, by banishing kerosene and its products from domestic use.—Oriflamme.

THE "PHOENIX" BICYCLE.

It was inadvertently stated in last week's issue that M. & L. Samuel, Benjamin & Co. had been appointed agents in Canada for the "Phœnix" bicycle. Samuel, Benjamin & Co. are agents for the province of Ontario and the Northwest. The agency for the province of Quebec is controlled by John Millen & Son, of Montreal. This firm also has the agency for Montreal and vicinity for the "New Rapid," manufactured by the St. George's Engineering Co., Birmingham, and it has the sole control for Canada of the "Franklin," a medium grade wheel.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

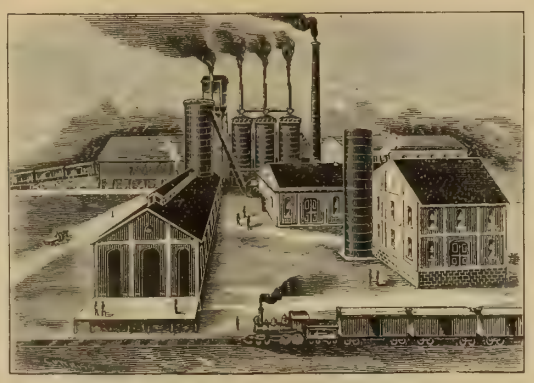
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



The Hamilton Blast Furnace Co., Ltd.

HAMILTON Canada.

Manufacturers of

HIGH GRADE

Of....

PIG IRON.

CHAS. BOECKH & SONS TRADE MARK ESTD 1856 80, YORK ST. TORONTO

BOECKH'S STANDARD BRUSHES

The leading brushes and handled by the leading trade of the Dominion. . . .

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city. . . . . .

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

. . . MANUFACTURERS . .

Toronto, Ont.

The R. A. McCREADY CO. Ltd.

We want hustling Agents to sell McCready Bicycles for 1897 . .

OUR MODELS

McCready No. 1	$100	McCready Special	$65
McCready No. 2	85	Juvenile	45

OUR TRAVELLERS

Will leave about January 1st with 1897 Models and a full line of Sporting Goods and Bicycle Sundries. Their goods are right; their prices are right. Wait for them.

The R. A. McCready Co., Ltd. 147-149 YONGE STREET **Toronto, Ont.**

THE KNAPP & COWLES MFG. CO., BRIDGEPORT, CONN.

Cast Steel Forged. Beech Handle.

No. 1.

Cast Steel Forged. Ebonized Handle.

No. 4.

Send for Catalogue of full line of popular Hardware Specialties. **SCREW DRIVERS.** SEE OUR ADVERTISEMENT NEXT WEEK.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. H. TONKIN, general merchant, Liskard, has assigned to Richard Tew, Toronto. He owes about $1,000.

The St. John Nut & Bolt Co., St. John, N.B., have assigned.

C. Dwyer & Co., ship chandlers, etc, Pictou, N.S., have assigned.

Margaret C. Cameron, general merchant, Durham, N. S., has assigned.

Geo. W. Newcombe, general merchant, Canning, N.B., has assigned.

Isabella Sinclair, general merchant, Elora, has assigned to W. H. Gordon.

Joseph Cloutier, general merchant, St. Raymond, Que., has assigned.

C. A. Mercier, general merchant, Montmagny, Que., has compromised.

O. Gignac & Fils, saw and planing mill, Quebec, are offering to compromise.

J. W. Flatt & Co., general merchants, Greenway, Man., have assigned to W. Georgeson.

Crawford, Lynch & Co., general merchants, Orillia, have called a meeting of their creditors.

John Price & Son, hides and wool, Montreal, have had a demand of assignment made upon them.

Charles B. Churchill, tinsmith, Woodstock, N.B., is offering to compromise at 50c. on the dollar.

P. A. Bourassa, agricultural implements, Yamachiche, Que., is offering to compromise at 25c. on the dollar.

Mignault & Frere, mills and foundry, St. Charles (St. Hyacinthe Co.) are compromising at 20c. on the dollar.

Lewis McConnell, lumber, Sunnidale, has assigned to W. G. Fisher, and a meeting of creditors is called for the 15th inst.

E. Seeber, general merchant, Carlsruhe, Ont., has assigned to A. Goetz, and a meeting of creditors will be held on the 12th inst.

B. McDonald, general merchant, Flesherton, has assigned to A. S. VanDusen, and a meeting of creditors will be held on the 13th inst.

Mann Bros., general merchants, Kearney, have assigned to J. H. Knifton, Parry Sound, and a meeting of creditors is called for the 12th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Hughey & Seeback, blacksmiths, Mitchell, have dissolved.

Douglas & Co., wholesale and retail hardware, Amherst, have dissolved.

Fink & Co., general merchants, Lunenburg, N.S., have dissolved; D. J. Rudolph continues.

McDonald & Dunning, general merchants, Cumberland, are dissolving. W. W. Dunn retires.

H. O'Brien & Co., painters, Montreal, have dissolved. Henry O'Brien has started into business for himself.

Joseph L. Black, general store and lumber, Sackville, N.B., has admitted Frank B. Black as partner under the style of J. L. Black & Son.

J. H. Dionne and T. Jacques have formed a partnership to carry on business as general merchants in Garthby, Que., under the style of Dionne & Jacques.

Annie M. Logan, wife of E. W. Matthews and W. B. Morris, have been registered proprietors of the firm of Matthews, Morris & Co., bicycles, etc., Montreal.

Richard J. Smith and Francis Smith have registered a partnership in Brantford to carry on business as wholesale saddlery hardware dealers, under the style of James Smith & Son.

George E. Smith & Co., wholesale and retail hardware, Halifax, have dissolved. James and Percy Simmonds retire, and the business will be continued by George E. Smith and R. H. Neal under old firm name.

H. Holden & Co., wholesale hardware and railroad supplies, Montreal, have dissolved, and A. E. D. Holden has been registered proprietor. A meeting of the creditors of the old firm has been called for to-day.

Rory Hubert Morrison and John Hartrick have registered a partnership in Montreal to carry on business as blacksmiths, under the style of Morrison & Hartrick.

SALES MADE AND PENDING

Wm. Penny, general merchant, Mattawa, has assigned to R. Small.

B. Robinson, blacksmith, St. Mary's, is advertising business for sale.

The stock of Mrs. O. Boucard, general merchant, Chicoutimi, Que., has been sold.

The stock of L. A. H. Hogle & Son, general merchants, Pike River, Que., has been sold at 56c. on the dollar.

CHANGES.

J. Hillman has started a general store in East Angus, Que.

John Hill, general merchant, Glen Annan, has removed to Wingham.

Hugh McLean, hardware, Belgrave, Ont., has been succeeded by R. Gallagher.

Robin, Sadler & Howarth, manufacturers of belting; style changed to Sadler & Howarth.

N. D. McKinnon, general merchant, Badjeros, Ont., has been succeeded by Hay & Phillips.

Moise Laurance, general merchant, St. Jean de Matha, Que., has sold out to C. E. McConnell.

Otto Wile, general merchant, Bridgewater, N.S., are closing up their branch at New Germany.

The Medicine Hat Trading Co. is the name of a new firm that has recently opened up in Medicine Hat.

The business of McKinnon & McLean, foundry, Charlottetown, P.E.I., has been taken over by T. A. McLean, who will continue under old firm name.

FIRES.

G. H. Kerr, general store, Middle Sackville, N.S., has been burned out; insurance, $1,400.

DEATHS.

F. B. McKenzie, of F. B. McKenzie & Co., produce, Brandon, Man., is dead.

Geo. McQuarie, blacksmith, Dartmouth, N.S., is dead.

THE DIFFERENCE IN TRAVELERS.

TWO traveling men, according to a contemporary, were discussing the peculiarities of another traveling man, and one remarked: "Why, the fellow is an ignoramus and does not know how to speak a grammatical sentence." "You may be right," replied the other, "but he knows how to sell goods, and that is what his house hires him for." "But," said the other, "how can such a man sell goods?" "I don't know," replied his companion, "unless it is because he is a gentleman." There is a good deal of truth in this statement, and it merely shows that education does not necessarily imply that the individual must be a graduate of a college. We are all familiar with the expression of "a learned fool." An education, from a business point of view, should consist of, first, good common sense and good judgment. A man may be well educated, as far as a knowledge of books, etc., is concerned, but may be sadly deficient either as a gentleman or a man of business, and if so, he is far worse than an uneducated man who possesses good, sound judgment, is a gentleman and who has a knowledge of business details. Some people who have received a good education lose no opportunity to show the world at large that they are vastly superior to the common herd of humanity, and consequently they become inveterate boors. You will only be in the society of such people a few minutes when they will either give hints or come out boldly and tell you just how much they know. Then again you will meet intelligent as well as educated people who do not try to press their importance on you, and who are as good listeners as they are talkers, and such people are a pleasure to meet. There are others who have a superficial knowledge of nearly everything, but who do not have a thorough knowledge of anything, and it does not require any long length of time to find out just what they do or do not know, for they will tell what they know at every opportunity, and you can guess at the rest. In actual business life, the plain, uneducated person who understands his line of business, and who sticks to that line, is far more to be preferred than the educated boor who gives you an impression he is conferring a favor on you by even condescending to talk to you.

AN APOSTROPHE TO THE BICYCLE.

A Chicago minister is credited by an exchange with the following glowing tribute to the wheel and its rider: "Behold the bicycle! It toils not, but verily it spins. And in that spinning is there rest and recreation for him that toils six days a week and must get his rest on the seventh if ever. Dearly beloved, I thank God that I have been nurtured in the warmth of a creed broad enough to believe that the road to salvation is wide enough to accommodate those who arrive on bicycles as well as those who come afoot or on horseback.

"Straight is the gate and narrow is the way that leads to the higher life, but it is not so straight nor so narrow as to exclude the bicyclist who seeks it in the proper spirit, even though he be a she and wears bloomers."

THE ARCADE FILE WORKS

IMPROVED INCREMENT CUT FILES

Arcade Files are made from the very best Crucible File Steel, and are guaranteed to cut faster and wear longer than any on the market.

PRICES: While we do not compete with the cheap brands made from open hearth steel, we can, owing to our modern plant and new inventions, make prices that are the lowest for buyers desiring a high-grade File with an Improved Increment Cut.

FOR SALE BY

AIKENHEAD HARDWARE CO., Toronto.

STANLEY'S

UNIVERSAL PLANE.

INCLUDING:

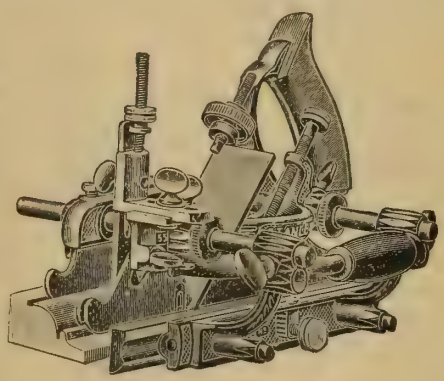
Moulding Plane, Match, Sash, Chamfer, Beading, Reeding, Fluting, Hollow, Round, Plow, Dado, Rabbet, Filletster and Slitting Plane.

No. 55. Universal Plane, $16.00

WITH 52 CUTTERS.

☞ The Plane is Nickel Plated; the 52 Cutters are arranged in four separate cases; and the entire outfit is packed in a neat Wooden Box.

SOLD BY ALL HARDWARE DEALERS.



Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WORK AND WAIT.

WHAT we do upon some great occasion will probably depend upon what we already are; and what we are will be the result of previous years of self-discipline.—H. P. Liddon.

In all matters, before beginning, a dili gent preparation should be made.—Cicero.

I consider a human soul without education like marble in a quarry, which shows none of its inherent beauties until the skill of the polisher sketches out the colors, makes the surface shine, and discovers every ornamental cloud, spot and vein that runs through the body of it.—Addison.

Many a genius has been slow of growth. Oaks that flourish for a thousand years do not spring up into beauty like a reed.—George Henry Lewes.

All good abides with him who waiteth wisely.—Thoreau.

The more haste, ever the worse speed.—Churchill.

Haste tips up its own heels, fetters and stops itself.—Seneca.

"Wisely and slowly; they stumble that run fast."

How can we expect a harvest of thought who have not had the seed-time of character?—Thoreau.

I call a complete and generous edueation that which permits a man to perform justly, skilfully and magnanimously, all the offices, both public and private, of peace and war.—Milton.

The safe path to excellence and success, in every calling, is that of appropriate preliminary education, diligent application to learn the art and assiduity in practising it.—Edward Everett.

The more you know, the more you can save yourself and that which belongs to you, and do more work with less effort.—Charles Kingsley.

"All things come round to him who will but wait."

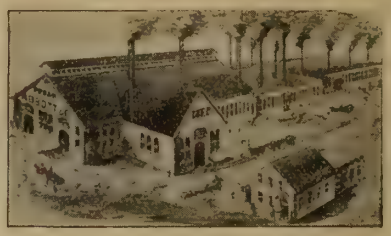
The great lack of the age is want of thoroughness. How seldom you find a young man or woman who is willing to take time for their life work! A little education is all they want, a little smattering of books and then they are ready for business.

Unless you have prepared yourself to profit by your chance, the opportunity will only make you ridiculous. A great occasion is valuable to you just in proportion as you have educated yourself to make use of it. Beware of that fatal facility of thoughtless speech and superficial action which has misled many a young man into the belief that he could make a glib tongue or a deft hand take the place of deep study or hard work.

Patience is Nature's motto. She works ages to bring a flower to perfection. What will she not do for the greatest of her creation? Ages and æons are nothing to her; out of them she has been carving her great statue, a perfect man.

What the age wants is men who have the nerve and grit to work and wait, whether the world applaud or hiss. It wants a Bancroft, who can spend twenty-six years on the "History of the United States"; a Noah Webster, who can devote thirty-six years to a dictionary; a Gibbon, who can plod for twenty years on the "Decline and Fall of the Roman Empire"; a Mirabeau, who can struggle on for forty years before he has a chance to show his vast reserve destined to shake an empire; a Farragut, a Von Moltke, who have the persistence to work and wait for half a century for their first great opportunities; a Garfield, burning his lamp fifteen minutes later than a rival student in his academy; a Grant, fighting on in heroic silence when denounced by his brother generals and politicians everywhere; a Field's untiring perseverance, spending years and a fortune laying a cable when all the world called him a fool; a Michael Angelo, working seven long years decorating the Sistine Chapel with his matchless "Creation" and the "Last Judgment," refusing all remuneration therefor, lest his pencil might catch the taint of avarice; a Titian, spending seven years on the "Last Supper"; a Stephenson, working fifteen years on a locomotive; a Watt, twenty years on a condensing engine; a Lady Franklin, working incessantly for twelve long years to rescue her husband from the polar seas; a Thurlow Weed, walking two miles through the snow with rags tied around his feet for shoes, to borrow the "History of the French Revolution," and eagerly devouring it before the sap-bush fire; a Milton, elaborating "Paradise Lost" in a world he could not see, and then selling it for £15; a Thackeray, struggling on cheerfully after his "Vanity Fair" was refused by a dozen publishers; a Balzac, toiling and waiting in a lonely garret, whom neither poverty, debt nor hunger could discourage or intimidate; not daunted by privations, not hindered by discouragements. It wants men who can work and wait.

When a young lawyer, Daniel Webster once looked in vain through all the law libraries near him, and then ordered, at an expense of $50, the necessary books, to obtain authorities and precedents in a case in which his client was a poor blacksmith. He won his cause, but, on account of the poverty of his client, only charged $15, thus losing heavily on the books bought, to say nothing of his time. Years after, as he was passing through New York City, he was consulted by Aaron Burr on an important but puzzling case then pending before the

Abbott & Co.
ROLLING MILLS
Rhode Island Pattern Horseshoes. Korrect Shape. Quality Guaranteed.

AND FACTORIES
MONTREAL

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
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Garth & Co.
Plumbers and Steamfitters,
Manufacturers of all kinds of
Brass and Iron Goods
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MONTREAL ROOFING COMPANY
MANUFACTURERS OF

Improved Steam Condensing Exhaust Pipe Heads . . .
For attaching to Outlet of Pipe above roof. . . .
OFFICE AND WORKS:
Cor. Latour St. and Busby Lane
MONTREAL

The Star Manufacturing Co.
Manufacturers of
CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.
Movements for Bicycle and Door Bells. Send for Discriptive Circular of our Patent "Ball" Burglar Alarm.
NEW HAVEN, CONN.

PATENTS
Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "**Inventors Guide**" and "What profitable to invent," **Free.** MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine.
327 St. James Street, - - - **MONTREAL**

. . ISLAND CITY . .
Paint and Varnish Works
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PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
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The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

R. DILLON.
Hardware Specialties,
OSHAWA, ONT.

Supreme Court. He saw in a moment that it was just like the blacksmith's case, an intricate question of title, which he had solved so thoroughly that it was to him now as simple as the multiplication table. Going back to the time of Charles II. he gave the law and precedents involved with such readiness and accuracy of sequence that Burr asked in great surprise if he had been consulted before in the case. "Most certainly not," he replied; "I never heard of your case till this evening." "Very well," said Burr, "proceed." And when he had finished Webster received a fee that paid him liberally for all the time and trouble he had spent for his early client.—Architects of Fate.

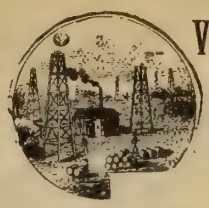
A GOOD HARDWARE STOCK.

A traveler who was in Parkhill on Monday, in speaking of hardware stores, said that in all his travel through Ontario he had never seen such a complete stock in any town as that kept by Mr. A. W. Humphries, of Parkhill. Mr. Humphries has a really first-class stock, sells at low prices, understands the business from top to bottom and keeps courteous and obliging employes. It is a pleasure to do business at Humphries' hardware store.—Independent, Parkhill.

A "HIGH UP" DINNER.

According to custom, J. L. Prescott & Co., New York, manufacturers of Enameline stove polish, entertained their salesmen in New York for their Christmas holidays, and on New Year's eve to a banquet. This year the banquet was on a more gigantic scale than usual. It was held at the New Commercial Club, on the fourteenth storey. It was a "high old" dinner, and in every respect a fourteen-storey affair. Full justice having been done to the good things a few hours were spent telling drummers' yarns, making witty speeches, varied with good songs and sparkling wines. During the evening P. M. Berry, their manager, read an interesting paper on "The Growth of Enameline," beginning with the time that the entire output could be taken daily in a wheelbarrow to the station from their North Berwick factory, up to the present, when the output of their Jersey City factory amounts to from three to four carloads per day.

At the dinner there were 56 salesmen, who cover the different distributing points throughout the United States, and W. H. Dunn, of Montreal, who looks after their Canadian interests. Their salesmen in England held their banquet in London. They have 18 salesmen there, and a crew of about 30 advertising men. At the present time they have representatives in every civilized country in the world. After the dinner the different salesmen dispersed for their territories, only to meet again in July at their club in North Newry, where every summer they have a re-union for six weeks holidays.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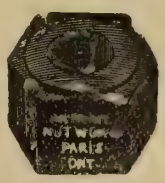
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

FINE.... ARTISTS' BRUSHES
C. H. Pencils
Mottlers, Etc.
Lamplough & McNaughton
See our Samples and Prices before placing orders. ...**MONTREAL.**

TRADE MARK J REGISTERED
"JARDINE"
HUB BORING MACHINES...
This machine shapes and sizes the hole in the hub automatically. They are easier running, and do more and better work than any other.
A. B. Jardine & Co.,
HESPELER, ONT.

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 8, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes $5 00
I.X., " 6 25
I.X.X., " 7 50
J. R. & Co.—
I.C 5 00
I.X 6 25
I.X.X 7 50
Raven & P. D. Grades—
I.C., usual sizes 3 75 4 00
I.X., " 4 75 5 00
I.X.X. " 5 75 6 00
I.XXX., " 6 75 7 00
D.C., 12½x17 .... 3 50 3 75
D.X..................... 4 50 4 75
D.X.X 5 75 6) 0
NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 3 15
I.C., special sizes 3 25
20x28........................ .... 6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00
I.X., Terne Tin 8 00
I.X., Orion 8 00

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
X.X., 14x56, 50 sheet bxs }
" 14x60, " } 0 05¾ 0 06
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge.......... 0 06 0 06
" 26 " .... 0 06½ ....
28 " 0 07¼ 0 07½
Allandale, I.C. 2 90 3 00
" I.X. 3 65 3 75

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	....	1 65
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	...	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07¾
2½ " 0 09¼
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35
¾ inch and thicker.......... .... 2 25

Sheet Iron.

16 gauge and heavier..... ... 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " .... 2 30 ....
26 " .... 2 40 ....
28 " .... 2 55 ....

Canada Plates.

All dull, 52 sheets 2 50
Half polished 2 50 2 60
All bright..................... 3 (0 3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades, in small lots : Per lb.
16 gauge.................. .... 0 04⅝
18 to 24 guage............ .... 0 04¼
26 " 0 04½
28 " 0 04¾
NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ¼ " " 4 75
" 5-16 " " 4 00
" ⅜ " " 3 75
" 7-16 " " 3 35
" ½ " " 3 25
" 9-16 " " 2 95
" ⅝ " " 2 85
" ¾ " " 2 75
Trace, per doz. pairs.......... 3 60 5 90
German coil, per 100 ft...... 1 65 2 70
Jack chain, iron, single, per doz. yards.................. 0 13 0 50
Jack chain, double, per doz. yards .... 0 15 ....
Jack chain, brass, single, per doz. yards.................. 0 20 10

Copper.

Ingot.

English B. S., ton lots 0 12¼ 0 12½
Lake Superior................ ....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in. 0 20 0 22
" round and square 1 to 2 inches.... 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 .... 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes.......... 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Planished and tinned, 14x48 and 14x60 .... 0 25 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 17 0 18
" 35 to 45 " " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 21
Spun, per lb.................. .... 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
Sheets, hard-rolled, 2x4 ft... 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04¾
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 05¼
Part casks.................... .... 0 05½

Lead.

Imported Pig, per lb 0 03¼ 0 03½
Domestic, per lb 0 02¾
Bar, 1 lb....................... .... 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll....................... 0 04 0 04¼
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Pe
Bar half-and-half 0 11½ 0 12
Standard 0 10½ 0 11
Wire 0 17 0 19
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09 0 09½
Other makes, per lb.......... 0 08 0 08½

Anti-Friction Metal.

Per lb.
"Beaver" brand $0 20

White Lead.

Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons 5 15
No. 1 do 4 77½
No. 2 do 4 35
No. 3 do 4 02
No. 4 do 3 65
Brandram Bros'. Genuine............ 6 00
" " Decorative 5 75
" " No. 1 .... 5 10
f.o.b. Halifax, St. John, Montreal, Toronto.
James' genuine...................... 5 75
" " No.................. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon.............. .... 1 00
Second qualities, per gallon.. .... 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre......................... 0 06
French " 0 05
Marine Black 0 09
" Green......................... 0 09
Chrome " 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best). per cwt. 1 80 1 90
English Oxides, per cwt...... 3 00 3 25
American Oxides, per cwt .. 1 75 1 90
Canadian Oxides, per cwt.... 1 75 1 90
Paris Green, per lb ....
" " 100 lb. drums .. ..
Burnt Sienna, pure, per lb.. .... 0 10
" Umber, " " 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure. per lb. 0 12
Golden Ochre .... ¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal ....
Extra " " 0 90
Brown Japan " 0 65
Brown Japan, Turpentine, p.g 0 85
No. 1 Carriage, per gal 1 30
Gold Size Japan, " 1 00 1 20
Pure Orange Shellac 1 95 2 15
Hard Oil Finish.............. 1
Oil Shellac 1
White Shellac................ .... 2 35

Linseed Oil.

Raw, per gal 0 45½ 0 47
Boiled, per gal 0 48½ 0 50
Freight allowed. Price 2c. less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels 0 43
5 to 9 " 0 42
10 to 15 " 0 41
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 08¼ 0 08½
Small lots.................... 0 08¾ 0 09

Cod Oil.

Cod Oil, per gal.............. 0 50 0

Glue.

(In bbls.)

Common 0 07¾ 0 08
French Medal................ 0 10 0 10½
Cabinet, sheet........ ...... 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
A1 clear.................... .... 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb
Best thick white felt wadding, in ½-lb bags........................... 1 00
Best thick brown or grey felt wads, in ½ lb. bags...................... 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 [illegible]
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge.............. 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges...... 0 2
Thin card wads, in boxes of 1,000 each, 10 gauge.................. 0 25
Thin card wads, in boxes of 1,000 each 8 gauge ....

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M,
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10

uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross ...... 3 60 ?30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ...... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

AXES.

Splitting Axes 5 25 5 50
Chopping Axes—
Black Prince 7 25 7 50
Forest Clipper 7 25 7 50
Lance 8 50 9 00
Mann's 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made 7 50 7 75
Climax 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

inc discount 3 90 4 0
opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.

Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriege, dis.. 60 p. c. off new list.
Tire, dis., 65 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5·00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross........ .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 11 25

Cement.

Canadian, Portland 2 30
English " 2 50
Belgium " 2 25
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

D isy or Leader, dis. from factory, 65 per cent.; from stock, ?63 per cent.
Steel, net 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P .S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent.
Kearney & Foote, 60 and 10 per cent.
Nicholson File Co., 50 and 10 per cent.
Heller's Horse Rasps, 45 per cent.
Jowitt's, English list, 25 to 30 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz .... 3 25 . 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto. London is 5c. higher on Star and 10c. on Double Diamond.

Pilkington.

Ordinary.

1st break	2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	68

Picture Glass.

Pilkington's Ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb 0 22 0 25

HANDLES.

Axe, per doz., net, 50 to 25.
Store door, per doz 1 00 1
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. t.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb 3 65 3 75
12 in. up, per lb 2 65 2 75
Per doz. set.
Screw. Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000 .... 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross 1 60

KNOBS.

Door, japanned and N.P., pe doz. 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.
Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz.......... 6 50 8 40
Heath's, 52½ p.c.

LADLES.
Melting, per doz.......... 1 70 4 50

LEMON SQUEEZERS.
Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.
Fish, per gross.......... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.
Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50
Cabinet,
Eagle, dis. 27½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 JC
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.
Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.
Canadian, per doz.......... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.
Enterprise, American, dis. 32½ p.c.
German, 15 per cent.

MINCING KNIVES.
American, per doz.......... 0 42 2 35

MOLASSES GATES.
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.
Cut Nails (Iron)—
1. Either Canada or American pattern—
Basis—50 to 60 dy.......... 2 30
40 dy.......... 2 35
30 dy.......... 2 40
20, 16, aud 12 dy.......... 2 45
10 dy.......... 2 50
8 and 9 dy.......... 2 55
6 and 7 dy.......... 2 70
2. American pattern only—
From 4 to 5 dy.......... 2 90
3 dy (lath).......... 3 30
3. Canada pattern only—
From 4 to 5 dy.......... 2 70
3 dy (lath).......... 3 20
3 dy, A.P. fine.......... 3 90
Car lots 10c. less.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 and 10 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.
German and American...... 1 85 3 50

NAIL SETS.
Square, round, and octagon, per gross.......... 3 38 4 00
Diamond.......... 12 00 15 00

NETTING.
Poultry, 65 and 10 to 70 per cent.

OIL.
Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral.......... 0 00 0 22

OILERS.
McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.......... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.
Galvanized, per doz.......... 2 25 3 30

PENCILS.
Dixon's, per gross.......... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.
Per doz.......... 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY
Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.......... $ 50 00
No. 38 Hand Machine, range 1½ to 4.......... 100 00
No. 56 Hand Machine, range 2½ to 6.......... 175 00

PLANES.
Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.
English, per doz.......... 2 00 5

PLIERS AND NIPPERS.
Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz.......... 0 60 2 60

PLUMBS AND LEVELS.
R. & L. Co., dis. 70 and 10 p.c.

POPPERS.
Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.
Per doz.......... 4 00 5 50

PULLEYS.
Hothouse, per doz.......... 0 55 1 00
Axle.......... 0 22 0 33
Screw.......... 0 27 1 00
Awning.......... 0 35 2 50

PUMPS.
Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.
Saddlers', per doz.......... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.
Bladder, per lb.......... 1 75 01⅞
Tins, lbs.......... 2 50 2 75

RAIL.
Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.
Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.
Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.
Currier's, per doz.......... 1 25 3 60

RIVETS AND BURRS.
4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 50, 10 and 5 per cent.
Iron " dis. 60 and 5 per cent.
Tinned and black rivets, 60 and per cent. to 65 and 5.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.
Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6¼	00	8½
¼, 5-16, ⅜ in..........	6¾	00	9
Cotton..........		15	17
Russia Deep Sea..........		00	13
Jute..........		6¾	7½

RULES.
Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.
Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.
Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.
B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire.......... 0 55 0 90

SASH CORD.
Per lb.......... 0 22 50

SASH LOCKS.
Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.
Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 25 ....

SAWS.
Crosscut, McMillan & Haynes, per dozen.......... 0 40 0 70
"Empire," McMillan & Haynes, per ft.......... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only.......... 0 00 0 75

SAW SETS.
"Lincoln," McMillan & Haynes, per doz.......... 0 00 7 50
Whiting.... .... 6 87 7 00

SCALES.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.
Box, per doz.......... 2 10 4 50
oot, " 0 40 3 50

SCREENS.
Window, patent, per doz.... 3 50 4 50
Door, per doz.......... 8 75 9 00

SCREW DRIVERS.
Sargent's per doz.......... 0 65 4 00

SCREWS.
Wood, F. H., iron, and steel, dis. 80 & 10 p. c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz........ 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.
Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.
Canadian, dis. 40 to 45 p.c.

SHEARS
B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.
Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.
Canadian, dis. 42½ p.c. special brands net price.

SIEVES.
Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.......... 2 30 2 45
" black.......... 1 8 2 25

SNAPS.
Harness, German, dis. 35 to 37½ p.c,
Acme.......... 3 00 5 00
Lock, Andrews'.......... 4 50 11 50

SOLDERING IRONS.
Per lb.......... 0 00 0 z4

WROUGHT SPIKES.
Discount, 25 to 30 per cent.

SPOKE SHAVES.
Wood, English.......... 1 8 5 00
Iron, American.......... 1 35 2 35

SPOONS AND FORKS.
Tea spoons, per gross...... 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.
Iron, per doz.......... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.
Fence, galvanized.......... 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.
American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish..........	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish..........	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.
Washita, per lb.......... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey........ " 0 00 0 50
Arkansas...... " 0 00 1 50
Water-of-Ayr.. " 0 00 0 10
Scythe, per gross.......... 3 50 5 00
Grind. per ton.......... 15 00 18 00

TACKS, BRADS, ETC.
Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.......... 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs).......... 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights.......... 40
" " tinned.......... 45
Swedes, cut tacks, genuine, blued and tinned.......... 52½
Swedes, upholsterers', genuine........ 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace.......... 35
brush, blued and tinned.......... 40
Zinc tacks.......... 35
Copper tacks and nails.......... 60
Leather carpet tacks.......... 30
Trunk nails, black and tinned........ 65
Clout nails.......... 66⅔
Cigar box nails.......... 45
Lining nails in papers.......... 10
" " in bulk.......... 15
" " solid heads, in bulk........ 42½
Saddle nails in papers.......... 10
" " in bulk.......... 15
Tinned capped trunk nails.......... 15
Double pointed tacks. discount 90 to 90 and 12½ p.c.

TAPE LINES.
English, ass skin, per doz.... 2 75 5 00
English, Patent Leather.... 5 50 9 75
Chesterman's, each.......... 0 90 2 85
" steel, each.... 0 80 8 00

THERMOMETERS.
Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.
Asbestos, filled, per doz., 35 to 40 p. c.

TIES.
Cow, per doz.......... 1 25 2 5

TINNERS' TOOLS.
P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.
Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.
Payson's, per doz.......... 2 60

TRAPS. (Steel.)
Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz.......... 0 35 1 50
Rat, per doz.......... 1 40 6 00

TROWELS.
Disston's, discount 10 per cent.
German, per doz.......... 4 75 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.
Butter, per doz.......... 6 25 9 00

TWINES.
Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb.... 0 17 0 18
Mattress, per lb.......... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.
Hand, per doz.......... 4 00 6 00
Bench, parallel, each........ 2 00 4 50
Coach, each.......... 6 00 7 00
Peter Wright's, per b........ 0 12 0 13
Pipe, each.......... 5 50 9 00
Saw, per doz.......... 6 50 13

WASHER CUTTERS.
Per doz.......... 4 00
Washers "Iron," 40 per cent., 4 month? per cent.

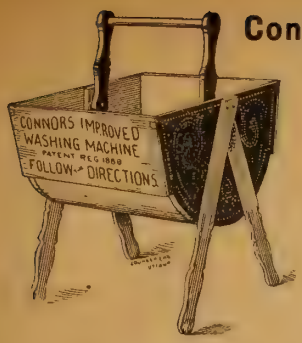
WELL WHEELS.
Amer., per doz., 8, 10 and 12 inch.......... 3 38

WIRE.
Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb.......... 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils.......... 2 75 3 00

WIRE FENCING.
Carload Lots and Under.
Galvanized, 2 barb, 2½ and 5 inches apart.......... 2 70 2 75
Galvanized, 4 barb, 4 and 6 inches apart.......... 2 70 2 75
Galvanized, plain twist, all.. delv'd.......... 2 70 2 75
Plain twist.......... 2 70 2 75
Steel Staples.......... 2 70 2 75
Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.
Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 50 ...

WRENCHES.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each...... 2 00 3
" S., per doz.......... 5 80 7 00
G. & K.'s Pipe, per doz...... .... 6 00
Burrell's Pipe, each........ .... 3 40
Pocket, per doz..........



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Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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J. H. Connor 525 Sussex St. **Ottawa**

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

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THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent

Sporting Goods . .

Leading dealers in all kinds of

WINTER SPORTING GOODS

COMPRISING—

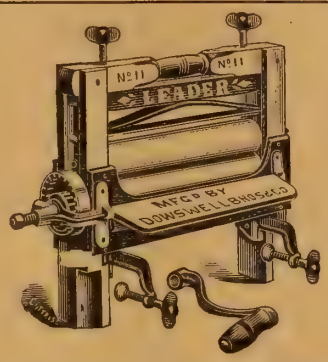
Snowshoes, Mocassins, Skates, Hockey Sticks, Punching Bags, etc.

Our ***Hockey Sticks*** are the finest shapes on the market, and the prices right. We are the leading house on ***SNOWSHOES*** and our ***MOCCASINS*** are the finest made.

Send for Samples and Prices.

The Wightman Sporting Goods Co.

403 ST. PAUL ST., MONTREAL.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts, All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . **MONTREAL**

and Meakins & Sons, Hamilton.

The OLD WOODEN BUCKET MUST GO

Indurated Fibre Ware.

NO HOOPS, NO JOINTS, CANNOT LEAK, SWELL, OR WATER SOAK.

The E. B. EDDY Co.

MAMMOTH WORKS

HULL, CANADA.

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
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"We remain, yours faithfully,

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VOL. IX MONTREAL AND TORONTO, JANUARY 16, 1897 No. 3

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Messrs. John Lysaght, Limited, wish to extend their sincere thanks to their many friends in Canada for the liberal patronage accorded by them during the past year. In spite of unusually severe competition, **"Queen's Head"** Galvanized Iron has more than held its own, and continues to hold the bulk of the Canadian trade. All buyers of **"Queen's Head"** Iron will have a Happy New Year, because they will never need to worry about the quality of the Iron. . . . . .

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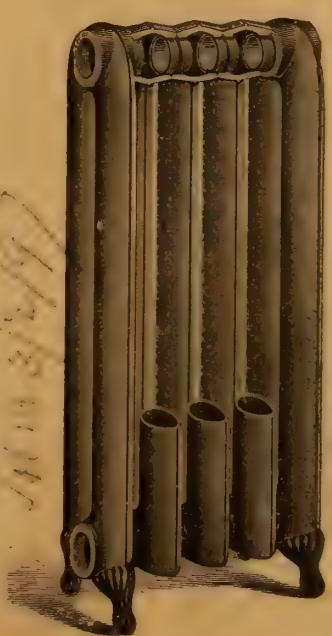

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Rolling Mills, GUELPH

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, JANUARY 16, 1897 No. 3

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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MATERIAL CHANGE IN WIRE NAILS.

AFTER nearly four days of work the manufacturers of wire nails have concluded their labors. And the result is not only a change in the discount, but a remodelling of the list as well. The discounts have been advanced nearly 10 per cent., which means of course a corresponding reduction in the price of nails. The discounts in the various provinces are now as follows :

Ontario, 80 per cent. delivered in 10-keg lots or over.

Quebec, 80 and 2½ per cent. f.o.b. Montreal.

Maritime Provinces, 80 per cent. delivered in 10-keg lots or over.

British Columbia, 80 and 2½ per cent. f. o. b. factory.

Winnipeg, 75 and 5 per cent. f.o.b. Winnipeg.

At the present price wire nails cannot profitably be imported into Canada from the United States. The lowest price f.o.b. Pittsburg at which wire nails can be bought is $1.55 in quantities, which, with the duty, $1, and freight, at least 20c., would make the price $2.75 here, which is above the Canadian price. In Canada, too, ten-keg lots or over are delivered.

It is declared that at the present price of wire nails in Canada very little margin is left for manufacturers' profit.

In the remodelling which the list has undergone, the changes made are marked. Here is the new list :

SIZE	Length in Inches.	Gauge	List Price
2d	1	16	19c
3df	1⅛	16	19
3d	1¼	15	16½
4d	1½	13	15½
5d	1¾	13	15½
6d	2	12	14½
7d	2¼	12	14½
8d	2½	10½	14
9d	2¾	10	14
10d	3	9½	13½
12d	3¼	9	13½
16d	3½	8	13½
20d	4	7	13½
30d	4½	6	13½
40d	5	5	13½
50d	5½	4	13½
60d	6	3	13½
And longer...			

The base price, it will be noticed, runs from 10d. to 60d., whereas the American list runs from 20d. to 60d. as the basis. The new list is, however, practically a copy of that in vogue in the United States.

The standard gauge of the 3-inch nail was formerly No. 10 wire ; it is now No. 9½. On account of so much hard wood being used in the country, it is understood that a good many large consumers have been requesting the makers to turn out a stouter nail ; and it was with a view to complying with this request that it was decided to use the 9½-inch wire in the nail referred to.

It will be noticed that the chief reduction is on the small sizes. Hitherto the makers have been looking to their sales on small wire nails largely for their profit, but owing to the condition of affairs in the United States, the profit that the Canadian manufacturer has been making on these has been almost wiped out, so that the inducement there was some time ago to start the manufacture of wire nails no longer exists.

PARIS GREEN STRONG.

The outlook for Paris green is at the moment for higher prices. This is due to a material advance in arsenic, which is one of the essential ingredients of this article.

Last year, it will be remembered, the market for Paris green in the United States was in a demoralized condition, owing to competition. This year, however, the jobbers over there have arrived at an understanding and formed a basis upon which to work, and which will realize them a good profit.

The Canadian market is now being formed, and the present quotations are as follows : 250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½ lb. packages, 17c.

While the above are the figures for this week, there is no guarantee that they will prevail for a longer period, jobbers declaring that buyers must purchase outright and take their chances of the market either advancing or receding.

The department store may not go; but its fake methods will have to go if the store is to stay.

THE MONTREAL BOARD OF TRADE.

THE gossip in commercial circles in Montreal centres a good deal on the coming Board of Trade elections.

As the retiring president, Mr. Robert Bickerdike, has refused to stand again, declaring it this week, Mr. John Torrance, who is now vice-president, has been nominated in his stead.

Another strong candidate, if he will only consent to run, is Mr. John McKergow, of the cheese exporting firm of A. A. Ayer & Co.

It is expected that there will be no op-

position to Mr. James Crathern, the well-known hardware and metal man, for first vice president. For the second vice C. F. Smith and D. McFarlane are in the field. The nominations as they stand at present are :

President—Jno. Torrance, (and possibly) Jno. Mc Kergow.

First Vice-President—Jas. Crathern.

Second Vice—Charles F. Smith, David McFarlane.

Treasurer—Hy. Miles.

Members of Council—Chas. Chaput, E. L. Bond, D. G. Thomson, B. J. Coghlin, Thos. Harding, W. B. Mathewson, Jas. W. Pyke, Robt. Mackay, David Watson, Charles McLean, A. J. Brice, D. Ross, Wm. Campbell, F. W. Evans, Geo. Vipond, Jos. Robillard and Rich. White.

If Business during the next three months would only make as good time as the New Year there are a great many people who would rise up and call it blessed.

CANADIAN VS. U. S. WIRE NAILS.

IT is perhaps not generally known that the Canadian wire nail is a more advantageous one to the retailer than that made in the United States, yet such is the case.

The standard nail made across the line is No. 9, while that made in this country is from No. 9½ wire. This means that in the Canadian keg there are from 10 to 15 per cent. more nails than in the United States keg. Under the old gauge the difference was from 15 to 20 per cent.

All through, the Canadian nail is finer than that made in the States, and yet this fact is not always taken into account when the former is meeting the competition of the latter.

Atlantic steamers occasionally collide in New York harbor. Last Saturday there was another of them, but we hear nothing regarding the safety of that route.

SLIGHT DECLINE IN GLASS.

Glass importers are beginning to wonder what the future of glass will be. What has given them concern in the matter is the receipt, by jobbers in Toronto, of advices from Belgium denoting a slightly easier condition of the market for spring shipment.

The declines are one point on star glass and half a point on double diamond, or about six per cent. on the former and three per cent. on the latter. The cause of the decline is not stated by the advices.

The changes in question will not affect the price of glass now in stock, whatever it may do in regard to future shipments.

The departmental stores of New York are at war, and the ordinary merchants who are looking on are praying that the contest may be the death of some of the combatants.

CANADA'S GREATEST NEED.

CANADA'S greatest need is population. In everything else that contributes to the building of a nation she is rich ; but in this exception she is poor. To the square mile our population is only 1.04

Nearly every province in the Dominion can stand an augmentation in population, but none need it so much as Manitoba, the Territories and British Columbia. These parts of the country are among the richest of Canada's heritage, and in area are large enough for a continent, but the popution, all told, would not make more than enough to fill a fair-sized modern city : From Port Arthur to the Coast the population is only about 250,000.

The reason, forsooth, is not that that part of the country is not capable of sustaining a larger population, or that its resources are not known. Nearly a quarter of a century ago people realized that Providence had been liberal in the natural advantages which he had bequeathed to that part of the Dominion.

What, then, can be the reason for the slow manner in which the country has been settled ? It is evidently not due to any inherent shortcomings of that part of the country, or that the reality has not come up to the often glowing pictures painted by statesmen and tourists, newspapers and magazines. The only shortcomings in this respect have been in the teeming population which was ere this to have occupied the country. In natural resources which were to attract the population there was no exaggeration. Indeed, the better the western part of this country is known, the more evident does the vastness of its riches become.

Ten years ago, who even dreamed of the untold wealth of gold, of silver, of coal, of lead, of copper, etc., that lay imbedded in those western provinces ? No one. And in the agricultural possibilities of field and dairy stock-raising their richness has increased rather than decreased under investigation or experiment. The same may be said of the fisheries, both inland and the Coast. The fact that the greater part of the population has been secured from other parts of the Dominion is evidence that there was no exaggeration, for a man soon learns the character of his neighbor's garden.

As, therefore, confidence in the natural resources of what is broadly termed Canada's Northwest has increased as knowledge of them became enlarged, it is evident that the onus for a sparseness of population is not upon the inherent qualities but upon the people of the country.

We performed a great task when we built the transcontinental railway, but we have done no great things since then in the direction of building up the Northwest. Indeed, what we have done may well be termed puny. We had minds great enough to build a railway, but we have not yet devised schemes big enough to bring a population into the country.

Like a merchant with a good article in stock, we have gone largely on the principle that people in the congested parts of Europe should find this out for themselves, forgetting that other countries had lands, though perhaps not as good as ours, for settlement, and were acquainting the world with the fact and getting them occupied.

In other words, we have not advertised the country as we should. We have scarcely even given out the text, much less preached on the natural advantages which we had to offer the settler. Even our sons and daughters we have encouraged to migrate to the United States and help build up that country, instead of teaching them to stay at home and help build the nation whose seed was sown on Dominion Day thirty years ago.

But, while our liberality has been stinted in ways and means for developing the country, it would have, perhaps, paid us better had we been less liberal in the bestowal of lands upon the transcontinental railway, for we probably all now realize that this very fact has been a deterrent to the settlement of the country. We are not discussing whether the C.P.R. was paid too much or not. We are merely pointing out that we made an error in the kind in which we made payment.

Then, too, we never provided against discrimination in freight. And that error, we know, has tended against the settlement of the agricultural lands of the West and made it difficult for the merchants in the commercial centres to do business with the rising towns and villages in that new country.

But it is no use crying over spilt milk. We have made our mistakes and are paying for them. Our duty now is to try and vigorously develop with the plow of energy that which we have hitherto been picking away at with a hoe, and a small hoe at that.

There are two things particularly we need to do : Develop a vigorous immigration policy and build a railway through the Crow's Nest Pass. These are the things which our hand findeth us to do, and we should do them.

THE MANUFACTURERS' MEETING.

The manufacturers have concluded their meeting in Toronto, although they have not yet completed their business. The only change other than that noted last week is in wire nails, reference to which is made elsewhere. Galvanized and plain wire and cut nails it was decided to leave as before. Horseshoes and horse nails will be dealt with at a meeting to be held in Montreal.

WHAT SPRAYING HAS DONE.

THE process of spraying fruit, and particularly apples, with a chemical mixture of paris green and sulphate of copper, experimented with throughout the province on behalf of the Ontario Government, would appear to have resulted in unqualified success. Mr. W. M. Orr, who has perhaps the finest fruit farm in America, at Fruitland, Ont., and who was deputed by the Department of Agriculture to make enquiries as to the effects of the spraying upon the quantity and quality of the fruit yield, has prepared a report which will be published in a few days.

To illustrate the contents of the report, a few answers to the enquiries of Mr. Orr are worthy of notice.

Mr. J. Pay, of St. Catharines, for instance, says that his trees have borne fruit for many years, but that last year they gave the first yield fit to pack.

Mr. Robert Granger, of Stoney Creek, says that the sprayed Northern Spy trees yielded double the crop that the unsprayed ones did.

Capt. Henderson, of Burlington, states that his sprayed fruit is entirely free from worms, while the unsprayed yield is by no means so.

Mr. Muma, of Drumbo, has also had this year his first crop of clean snow apples in six years. His sprayed trees yielded 40 per cent. more fruit, which was as well larger and 50 per cent. cleaner than the unsprayed crop.

Mr. James Vanatter, of St. George, Ont., makes perhaps the most conclusive statement. Of his sprayed snow apples, he claims, 95 per cent. are clean, while of his unsprayed apples but 4 per cent. are free from blemish.

Mr. J. M. Robertson, of Galt, and Mr. Jacob B. Shantz, Waterloo, speak in a similar manner.

Many well-known fruit growers in the eastern part of the province speak in like terms of the satisfaction which the spraying process has given them, and, as the cost for a large orchard does not exceed 5c. per tree, it will be seen that it must prove, when its use becomes general, a boon to the country.

These facts should help hardware dealers next season in the sale of spraying ingredients.

NOTES FROM HALIFAX.

There is some talk of the hardware merchants coming together again and resuscitating the Hardware Dealers' Association.

Geo. E. Smith & Co., wholesale and retail hardware dealers, have dissolved. The business will be continued by G. E. Smith and R. H. Neal. Messrs. James Simmonds and Percy Simmonds, who retired from the firm, have established a wholesale hardware business on the other side of the harbor at Dartmouth. They are the first to open a wholesale business in Dartmouth. They are both pushing young men and should make a success of the venture. Dartmouth is a town of nearly 8,000 people and is backed by a fine stretch of country behind it.

The city of Halifax is talking about doing its own electric lighting. It is also seriously thinging of putting in a garbage crematory.

There are a great many people out of business and out of situations to-day because they could not sprint as fast as old Father Time.

OUR TRADE WITH NEWFOUNDLAND.

There will be an excellent service this year between Newfoundland and Sydney, Cape Breton, in connection with the new railway in Newfoundland. A steamer, to cost about a quarter of a million, has just been ordered. It is expected this will turn part of the large supply trade now done by the United States into the hands of Canadian merchants.

The people of New York are beginning to feast upon new southern vegetables. In Ontario we have not yet hardly had a taste of winter.

A GUARANTEE OF EXCELLENCE.

Send
For Art
Catalogue.

"Do you care to make a friend of a man who is ashamed of his own name? If not, why handle or purchase a bicycle whose maker is afraid to give it a name of its own or lend it his as a guarantee"?—Referee.

Iver Johnson and Fitchburg Cycles

Have been standard in quality and price for 12 years. They are made and guaranteed by a firm which has been in existence for 26 years and are proud of their success. . . . . .

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass., U.S.A.

ACCOUNTANCY AND ITS FUTURE.

BY A MEMBER OF THE PROFESSION, IN CHAMBERS'S JOURNAL.

PERHAPS one of the most interesting and at the same time significant and pressing problems of the time is the constant and increasing difficulty which presents itself to parents desirous of finding a suitable and promising occupation for their sons; such an one as will, with steady application and perseverance and a reasonable amount of ability, at least yield an adequate remuneration in years to come.

It seems a fact, as curious as it is unfortunate, that too large a proportion of the rising generation whose fathers are in business entertain some antipathy to following the same occupation, and look, as a rule, towards the "professions" for their future field of labor, How far this may be due to some mistaken idea as to the relative "dignity of labor" we need not stop to enquire; but it is not seldom the case that parents themselves have often a mistaken ambition to see their sons educated to some one or other of the professions by reason of the erroneous impressions they hold of its prospects, and the social position which it opens out to those engaged in it.

Something of the same feeling has extended to almost every rank and class, and as a natural consequence the lapse of time has, under such circumstances, brought about a condition of things which has resulted in a cry of "overcrowding" (and consequently "over-competition") which, not loud at first, has rapidly grown in intensity each succeeding year. It is not surprising therefore to find that with an increasing knowledge of these facts, and the evident continued invasion of the professions by numbers of articled clerks, a greater amount of caution and courage is being shown by those who at one time would not have thought twice had an opening presented itself for any of their sons in any of the professions. Leaving out of consideration the army, navy, and the church, and devoting more particular attention to what may be termed the practising professions, it has been for many years increasingly plain that those of medicine and law are sadly overcrowded, and that the percentage who embark in practice, and ultimately, from sheer force of competition, retire defeated, is an alarming and a growing one. It may truly be said that unless the commencing practitioner, be he doctor, barrister, or lawyer, has at his disposal sufficient independent means to enable him to wait a very considerable period for an income in the shape of "fees," his chances of success are small, and by degrees are growing "beautifully less." Of the depressing position of those who of necessity give up the struggle it is not necessary to speak at any length; their number is considerable, and, drifting back as assistants or commencing in some new and precarious sphere, they lament the chance which led them to the profession of their choice, with perhaps the added consciousness that the best years of their lives have been wasted.

With such facts as these becoming more and better known, it is not surprising that attention is being increasingly directed to one of the professions which, though not claiming great antiquity, and yet being of great and increasing importance, is not as yet so sadly overstocked—namely, that of the accountant. If we venture to indicate in some degree the scope of the work included in the term "accountancy," and the future prospects of those entering it, it may probably be useful to parents seeking suitable openings for sons about to leave school and commence the battle of life.

Though the profession has but lately received its present organization, it is not, of course, a new one. As a separate business it can hardly be said to be more than a century and a half old; the oldest example of the word in this sense given by the Philological Society's New English Dictionary dates from 1539: "The said books shall be examined with the accomptants and particular clerkes for the perfecting of the same." There were "accomptants-generall" of various public offices in the seventeenth century. The earliest specimen of the modern spelling, "accountant," given by Dr. Murray, is, oddly enough, from Tom D'Urfey's Pills to Purge Melancholy (1719) where mention is made of

> A British accountant that's frolic and free,
> Who does wondrous feats by the Rule of Three.

"Accomptant is the form used by Isaac Taylor in the middle of this century; and the first example of "accountancy" given by the dictionary is of 1854.

The extensive and unique experience which the practice of the old accountancy gave to its members, and the knowledge of the inner workings of every conceivable class of business which they acquired, marked them out as being suitable for the duties of trustees in bankruptcy and liquidators of public and private companies, and to-day their duties may practically, though not wholly, be classed under the two great heads of accounts and liquidations. The magnitude and variety of the work comprised in the different subdivisions of these two chief branches is unique, and give to the accountant's profession a distinction and importance which is fast being judicially recognized. As expert book-keepers and accountants, auditors of private and public partnerships and companies, accountants to large trusts and corporations, trustees in bankruptcy and private arrangements, liquidators of companies, receivers, and arbitrators on matters of account, their services are in constant demand, and the qualifications demanded of a thoroughly capable practising accountant are as searching as they are varied; demanding, in addition to a thorough knowledge of the technicalities of the profession, a clear head, a keen perception of probabilities and possibilities, and a thorough knowledge of human nature.

How far the demand for accountancy services is progressing may to some extent be judged from the fact that in the course of the last thirty years the number of professional accountants in permanent practice has more than doubled; the membership of the Institute of Chartered Accountants alone, which in 1882 was eleven hundred and ninety-three, is now two thousand two hundred and forty-eight, whilst that of some of the other professional societies shows a similar increase. It was as a consequence of the growth of the profession, both in numbers and importance, that in 1880 a charter was granted incorporating under the beforementioned title certain petitioning accountants and providing certain bylaws as to the qualifications required of future "chartered" accountants and for the conduct of members of the profession. Since that time charters have been granted, under strict conditions, to several Scottish societies, and in England there has been incorporated the "Society of Accountants and Auditors," each and all of which exist, speaking generally, "to raise the character of the profession and to secure for the community the existence of a class of persons well qualified to be employed in the responsible and difficult duties devolving on public accountants." That they have, by their system of examinations and compulsory training for five years under articles, in the main fulfilled their object is undoubted, and to-day the profession stands higher in the esteem of the mercantile and general community than ever before.

And now let us look for a moment at the future of higher accountancy. It cannot be

said to be overcrowded at the present time. Seldom, if ever, does the capable practitioner want for employment, and those now commencing practice, provided they are persevering and have a thorough acquaintance with their duties, find it a remunerative and promising opening for their talents. But is it likely to be so in years to come?

The immediate future gives every indication of a great increase in accountants' work, and much of it is due to the economic conditions under which commerce is carried on, resulting, as they have done in the past and promise to do still more in the future, in an ever-enlarging volume of trade, both inland and foreign. Taking this for granted, the stress of commerce and the regulations which the law of the land imposes on those engaged in it promise to bring the expert accountant into greater need than ever before. Absolutely impartial and accurate accounts, a perfectly true adjustment of profit and loss, a correct system of costs, and the preparation of fair and complete balance sheets by independent persons, are all becoming more generally recognised as necessities in mercantile houses which have in times past worked more by "rule of thumb;" and such are, in increasing numbers, availing themselves of the services of those who by training and experience are in every way fitted to give valuable and material assistance. Of the remarkable extension of joint-stock enterprise and the consequent increasing appointment of independent professional auditors it is hardly necessary to speak; the field is an ever-widening one; whilst the services of accountants in such matters of account as executorships, trusts, and other spheres are being rapidly extended.

So far as bankruptcy and liquidations are concerned, too, the outlook is promising. There is a growing tendency to entrust the administration of estates in process of being wound up to practised accountants, with their necessarily intimate acquaintance with the details of business, rather than to the red-tape officialism of the state departments; and if present indications are anything to judge by, it is more than probable that legislation in future will lean more in the direction of the extension of the non-official trustees and liquidators than otherwise. But however that may be, certain it is that the skill and training of the accountant are becoming, and will continue to become, more and more recognised as necessities in mercantile work, whilst it is probably only a question of time when the practice of the profession will be restricted, as is the case with law and medicine, to such as have qualified by articles and examinations, and subsequent membership of one of the recognized societies.

Of the question of the monetary remuneration which usually falls to the share of a qualified practising accountant it is more difficult to speak, but it may reasonably be stated that it will at least be equal to that earned by the average member of the legal profession. But it should be borne in mind that in the accountant's profession the practice which obtains amongst lawyers of terminating relations with their articled clerks, as soon as their term of service is completed, is not followed in any degree, and an accountant is generally glad to retain the services of one who has been with him during articles. As a consequence, there is an exceptional number of fully qualified professional accountants who continue their relations under their principals; and it may safely be said that the principal values the services of those who of necessity have acquired much confidential and private knowledge as to the position of his clients. As to the remuneration of these it is hardly possible even to give an approximate idea. Between the extremes of ability will be found every grade of remuneration, but such an assistant will probably commence at a salary of about £120 to £150, rising to two or three hundred pounds or even higher, according to ability.

The Sherwin-Williams Wall Colors

Comprise a list of sixteen shades, all of which are new and attractive. The quality is "The Sherwin-Williams quality." The price is 3c. per pound. They are put up in neat, sound pasteboard boxes of five pounds each, and packed in cases of one hundred pounds.

We have new sample cards of these goods which we will be glad to send on receipt of request. This makes a good line for Spring trade. Let us have your orders early.

The Walter H. Cottingham Co., Ltd.

Mfrs. of The Sherwin-Williams Paints,

MONTREAL

MANITOBA WHEAT.

Mr. William Whyte, superintendent of the western division of the Canadian Pacific Railway, who was in Montreal on business the other day, states that of the total amount of nineteen million bushels of wheat in the West at the opening of the season, he estimates that from 2,500,000 to 3,000,000 bushels are in the hands of the farmers west of Winnipeg, either in their own granaries or stored in elevators. Some of it will be held until later on, in the hope that export prices will improve. These figures do not include the wheat in the hands of the Lake of the Woods and the Ogilvie Milling Companies, which would bring the amount up to 5,000,000 bushels, nor is it inclusive of the 3,000,000 bushels required for seeding purposes and for food. Up to the close of navigation 7,500,000 bushels were moved east, including wheat and flour, and at the present time there are probably 21,250,000 bushels in the elevators at Fort William. The greater portion of this will probably remain there until navigation opens, unless export prices should advance enough to make it worth while shipping all-rail to the Atlantic seaports. Mr. Whyte thinks the prospects are good for a continuation of the present high prices in view of the small crops in Argentine, Russia and India.

POINTS FOR CLERKS.

NATURE demands that you labor until you are tired before she will reward you with sweet, refreshing sleep and a ravenous appetite—luxuries which the idle and the lazy never enjoy. She reserves these boons for her hard-handed toilers. As their pay is small she gives them this additional compensation for doing the world's drudgery.

The bicycle falls the moment it stops; industry keeps many a life from falling.

The man who stands with his hands in his pockets month after month while others are working will soon have them in other folks' pockets.

The let-alone principle is dangerous. Let your brain alone and you will become an imbecile. Let your land alone and you will become a pauper. Let your neighbor alone and you will become selfish. Let your soul alone and you will become devilish.

A lazy man is of no more use in the world than a dead man, and he takes up more room. Who waits for something to turn up, often turns up himself in jail.

"There is a perennial nobleness and even sacredness in work," said Carlyle. "Were he never so benighted, forgetful of his high calling, there is always hope in a man who honestly and earnestly works; in idleness alone is there perpetual despair.

"Consider how, even in the meanest sorts of labor, the whole soul of man is composed into a kind of real harmony the instant he sets himself to work. Doubt, Desire, Sorrow, Remorse, Indignation, Despair itself, all these like hell-dogs lie beleaguering the soul of the poor day-worker, as of every man; but he bends himself with free valor against his task, and all these are stilled, all these shrink, murmuring far off into their caves. The man is now a man. The blessed glow of labor in him, is it not as purifying fire?"

"If ever this free people—this Government—is utterly demoralized," said Lincoln, "it will come from this human struggle for office—a way to live without work."

There is great competition in shirking, and pretty hard work is made of it sometimes. Perhaps the most humiliating exhibition which shirks made of themselves, as Holland says, is on the occasion of a change in the national administration. One hundred dollars in borrowed money, three clean shirts, a long petition, an anxious face and a carpet bag form the outfit of something less than 100,000 able-bodied men who make pilgrimages to Washington once in four years. They consider this a Government of the politician, for the politician and by the politician.

"There is one plain rule of life," says John Stuart Mill, "eternally binding and independent of all variations in creeds, embracing equally the greatest moralists and the smallest. It is this: try thyself unweariedly till thou findest the highest thing thou art capable of doing, faculties and outward circumstances being both duly considered, and then do it." Ruskin, on being told of a man who was a genius, immediately enquired, "Does he work?"

Thousands of honest people who would cut their hands off sooner that steal a penny from me do not hesitate to drop in on me and steal an hour of my time, which no money can replace. He who steals the time of a public servant trespasses on a nation's time.

"Nothing is worse for those who have business than the visits of those who have none," was the motto of a Scotch editor.

John Ruskin keeps before him constantly, inscribed upon a large piece of chalcedony, "To-day."—"Architects of Fate."

SELLING AT COST PRICE—YET MAKING A PROFIT.

"AN Observant Worker" writes Ironmonger, London, as follows: German competition in this country and abroad is so much written and spoken about, and is undoubtedly so energetic, that their methods are worthy of the most painstaking investigation. I am unpatriotic enough to act as the representative in England of a German firm, and when on occasional visits to their works, and residing with the manager, I saw and heard many things which partially explain the reasons why they can undersell us in some branches of trade. In their particular lines of business they could as easily turn out as much material in their factory as an English firm could turn out in one six times as large, and his was entirely owing to the space which our legislators, as guided by inspectors under Factory Acts, insist on. Again, ground rent was much less, hours of labor far longer, wages lower, and the partners in the firm were content with what we would consider to be ridiculously small profits.

But I was far more interested in the information given to me of their plan of securing a footing in markets outside Germany, as their efforts have proved very successful. I cannot give exact figures, but the system was as follows: They had a certain amount of local trade at fairly good prices, their output amounting to 500 tons per annum, and "oncosts" on that turnover being £2,000, or £4 per ton. Under "oncosts" they included rent, taxes, expenses of management and office, and such charges as increased or decreased to a very trifling extent whether sales were 500 or 50 tons. The costs, as distinct from "oncosts," included price of raw materials and wages of the workmen and workwomen, and a perfect

FOR LONG RANGE GAME SHOOTING

SMOKELESS SS SPORTING POWDER

SMOKELESS EQUALIZED HARDENED WATERPROOFED

HAS NO EQUAL

High Velocities. Low Pressures

Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. SOLE MANUFACTURERS:

THE SMOKELESS POWDER CO. LTD.

Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts

SMOKELESS S. S. SPORTING

TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " "
Far in excess of any other Powder—Nitro or Black.

Pattern 233.
Pads penetrated (Eley's Special) 30·6.
Pressures 2·17 tons only.

All future issues made to this standard.

SMOKELESS S. S. SPORTING

SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite ·303." For Lee-Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

"Rifleite ·450." For Sporting, Express and Military Rifles, ·360 to ·577 bore.

(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

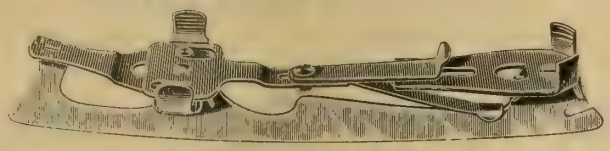
The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants

Boker's Skates

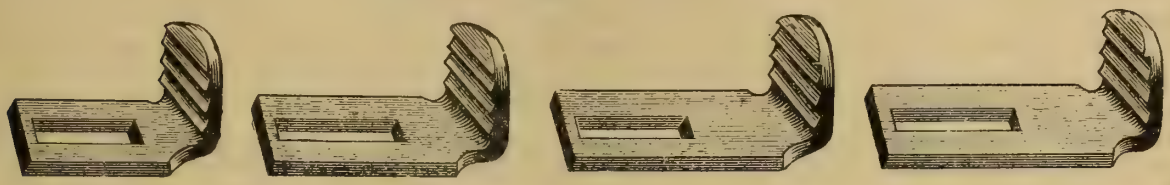
TORONTO



		SIZES
Ordinary Quality, Plain Finish	No. 5	8 to 12½in.
" " Full Polished and Nickel Plated	9	8 to 12 in.
Best Quality, Welded Steel Blades, Full Polished	7	8 to 12 in.
" " " " " " Nickel Plated	10	8 to 12 in.

Extra Parts for Acme Club Skates

TOE CLAMP OR LUGS



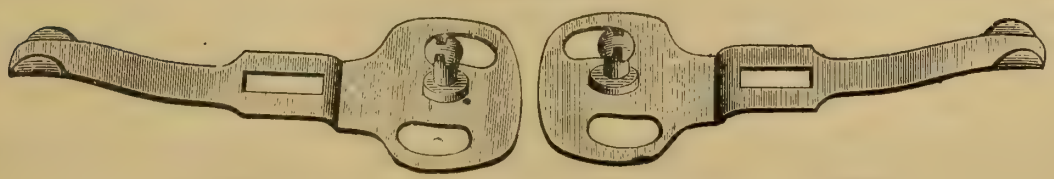
Toe Clamp or Lugs	¾.	⅞.	1.	1¼.	1½.	1¾in.

Wrenches, Heel Buttons, Link Screws and Nuts, Lug Screws and Nuts

10 12 14 15 16 17

Full Size Cuts.

LEVERS



RIGHT
No. 51, 53, 55, 57, 59, 61, 63.

LEFT
No. 52, 54, 56, 58, 60, 62, 64.

No.	51 and 52.	53 and 54.	55 and 56.	57 and 58.	59 and 60.	61 and 62.	63 and 64.
Length of Lever	5¼	5¾	6	6¼	6½	7	7¼in.
Size of Skate	8	8½	9	9½	10	10½-11	11½-12in.

LINKS

Half Size of Cut No. 32.

No.	30	32	34	36	38
Length of Link	3	3¼	3½	3⅝	3¾in.
Size of Skate	8	8½ to 9	9½ to 10	10½ to 11	11½ to 12in.

HOCKEY STICKS AND SKATE STRAPS

ORDERS FILLED PROMPTLY

...GRAHAM Wire and Cut Nails are the Best...

H. S. HOWLAND, SONS & CO., 37 Front St. West

RETURNED Jun. 27. 189

We have been appointed Agents for....

ROBT. INGHAM, CLARK & CO. Ltd.

LONDON, ENGLAND.

Railway and Carriage a Specialty.

THE LARGEST FIRM OF

VARNISH MAKERS

IN THE WORLD.

SANDERSON PEARCY & CO. 61, 63 & 65 Adelaide St. West Toronto

system of book-keeping enabled them to accurately ascertain the actual cost of the finished product per ton, also what was the "oncost" per ton. Local consumption was limited and incapable of expansion, but there were buyers all over the world whose orders might be got if prices were low enough. The firm therefore decided to offer their goods abroad and accept as many orders as they could execute, even if nothing more could be got for them than cost price, as shown by their books at the previous balance.

Competing with English firms whose goods had a hold on foreign markets, they had to accept low prices ; but so successful were they that they actually doubled their output during the first twelve months. At first glance this may seem to be success not worth striving for, but the result was that "oncost" of £2,000 being spread over 1,000 tons was reduced to £2 per ton, which saved them that amount on every ton used locally, besides leaving a profit of £1,000 on the goods sent abroad. The lower "oncost" enabled them to attack other foreign markets and, when last at the factory, I learned that their sales had increased to 1,500 tons per annum, two-thirds of which were going abroad and obtaining better prices, as they had established a reputation for good quality, and the remaining one-third consisted of local sales. No English manufacturer whom I have spoken to seems willing to make a sale or accept an order unless he can see a clear profit on the transaction ; but this system of treating foreign countries, the British Isles and our colonies especially, as dumping-ground for surplus goods, seems to pay the foreigner.

"Oncosts" are a heavy item in many branches of trade, and as they do not, as a rule, increase in a corresponding ratio with any increase of sales, it follows that if "oncosts" are 5 per cent. on a certain turnover they may be reduced to 2½ per cent. or 3 per cent. if the business can be doubled, and sales at what was formerly cost price will not only turn out to be profitable in themselves, but help to make sales at paying prices more profitable than was looked for. This is the principle on which our German friends act, and with what amount of success is tolerably well known.

Another point of importance is that increased sales generally enable a manufacturer to buy and make more cheaply, and it may be worth while to sell a portion of one's output at cost price for the purpose of purchasing raw material cheaper, besides reducing "oncost" on the remaining sales. Of course there is an end to cheapening production and "oncosts," but the German plan is to obtain a footing in the foreign markets at cost prices and trust to securing paying business in the long run.

THEY "WATCHED" MR. LINDSAY.

Mr. J. A. Lindsay, who has been for six years and a half buyer for James Robertson & Co.'s hardware establishment, severed his connection with the firm last evening to return to Mr. J. H. Ashdown's, where he was previously employed for a period of eight years. Last evening as he was taking his leave he was called back by one of his fellow employes. An assembly of which he had received no previous intimation was quickly organized, when the following address was read, and the presentation made of a handsome and valuable gold watch. Though Mr. Lindsay's reply had to be impromptu he was able to convey his sentiments of appreciation to his friends with good effect. This is the address :

Dear Mr. Lindsay,—We, your fellow employes of the Jas. Robertson Co., L'td., feel that your departure from amongst us brings to each one of us the sense of a personal loss of one who has ever been a kind and courteous friend. We wish to express to you the deep regret we feel on your separation from us, and beg you to accept this watch as a slight token of our esteem and regard for you, hoping that each time you look at its face you may be reminded of the many sincere wishes for your future welfare and success that accompany it. Signed on behalf of the under-mentioned. GEO. BAILEY.

Miss Reekie, Miss Harris, A. P. MacDonald, F. H. Agnew, F. Ross Agnew, H. S. Price, J. E. McRobie. Ed. Morris, Geo Mabee, J. G. Simpson, Chas. E. Neads, Fred Babb, J. L. Hilton, A. Jefferd, S. Tait, John Rethick, J. W Griffin, N. Lightly, J. B. Curran, D Campbell, Fred Carveth, Geo. Bailey.

The watch bore an inscription, which reads : "Presented to J. A. Lindsay by the employes of the Jas. Robertson Co., Ltd., 31st December, 1896."—Free Press, Winnipeg.

BLUE ROCKS BLUE ROCKS BLUE ROCKS

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

Sanderson Pearcy & Co.

61, 63 and 65 ADELAIDE ST. WEST. **TORONTO.**

There are many Reasons...

why the Wholesale Jobber is in a position to supply your requirements better than the manufacturer, and few in favor of the manufacturer.

We have the World...

to draw from, and can select the best make of goods in every instance. The manufacturer has only his own to draw from.

In White Lead WE OFFER ANY CANADIAN OR ENGLISH MAKE.

In Wall Finish and Kalsomines
WE HANDLE THE BEST IN THE WORLD.

"New" Cold Water Wall Finish
IN 5-lb. PACKAGES.

Cold Water Kalsomine
IN KEGS OR BARRELS.

PARIS GREEN Berger's and Canadian Pure

Masury's Coach Colors in Japan
" Oil Colors
" Varnishes

Ingham, Clark & Co's ENGLISH VARNISHES

Pure Prepared Paints, ready-mixed. Carriage Paints, ready-mixed.
Bicycle Enamels, ready-mixed. Enamels, ready-mixed.
Oil Stains, ready-mixed. Dry Colors. Glues. Naval Stores.

WINDOW GLASS

OF EVERY DESCRIPTION.

Full and Complete Stock of Painters' Supplies.

OUR TRAVELLERS ARE NOW ON THE ROAD. **WRITE FOR PRICES.**

THE MANUFACTURE OF TIN PLATES.

IT is not generally known that the base of tin plates is now entirely composed of steel. Twenty-five years ago the best quality of plates was made from charcoal iron, but since then Siemens and Bessemer steels have been introduced.

On visiting, some time ago, a large tin plate factory in the vicinity of Swansea, the first thing that claimed our attention was a number of railway tracks loaded with steel bars, which were from twelve to fifteen feet long, seven inches wide, and three-quarters of an inch thick. When the trucks were unloaded, the bars were taken into the mills, where they were cut into proper lengths of about fifteen inches each, as a rule, correspondent with the length of the tin plates wanted. After being cut, the pieces were put into a furnace, and afterwards passed sideways through two sets of rollers. This last process having been repeated, the length of the piece had changed from twelve or fifteen inches to four feet. It is now thrown to a "doubler," who doubles and returns it into the furnace. This is done with all the pieces. When taken out of the furnace for the second time, the piece is, as before, passed through the rollers until it is again about four feet long. The process of doubling is repeated, and the piece now includes four sheets. This is again put into the furnace, and also passed between the rollers, When doubled it comprises eight sheets, and the process is carried on until we have thirty-two sheets, the thickness of which is reduced to about a quarter of an inch or less. A good workman will regulate perfectly the temperature of his furnace, and this is of the greatest importance. Too much heat will make the sheets stick so that they cannot be separated. Too little heat, with no flame, admits too much oxygen, when the plates scale or rust.

On the second day, when the piece is cold, it is cut into proper lengths by a "shearer." Lengths and sizes differ. What is known as common No. 1 and cross No. 1 are about fourteen inches by ten, but differ in thickness. After being cut into the proper size, the pieces are opened by lads and young girls. On being opened or separated from each other, they are sent to the "black pickler." This workman puts the sheets sent to him into a bath of vitriol and water, which removes any impurities on their surface, before being plunged into a second bath of clean, cold water.

The plates are next "annealed," that is, placed under large iron covers, or "annealing pots," which are allowed to stand in the annealing furnace for twenty-four hours. When the plates have become sufficiently cool, they are sent to the cold rollers. The plates are passed between rollers several times, and the pressure is such that the sheets subsequently appear with a perfect gloss.

The plates, which are still called "black plate," are again taken to the annealing furnace, and thence to the "white pickler." They have now a bright color, but it is still only polished steel. The next is a most delicate process, because if there is the least particle of dirt on the surface of the sheet, the tin will not adhere to it. The white pickler afterwards passes on the plates to be scoured—a business performed by girls, and a most unpleasant occupation. Each girl has a scouring board, water, and sand, and each sheet as it is scoured is deposited in a trough of clean, cold water, and left there until taken to the tin-house to be coated with tin.

The coating or tinning process is also a most delicate task. The old method was to dip each sheet into a bath of palm-oil, as the tin would not otherwise adhere to the iron or steel. Competition has become so keen, however, that a cheaper method has been adopted. But this has almost ruined the trade, the substitute for palm-oil being spirit of salt. The base of our tin plates is as good as ever; but the coating is inferior—the plates rust before they are used.

Finally the tin-man immerses the plates in molten tin, which adheres to them. Being now coated, they are put on one side to cool, and in the course of a few hours are removed by young women to the dusting table, where they are cleaned with bran and dusted with cloths. They are then taken to the assorting room, where they are separated into different classes, packed into boxes, and made ready for export.

The export of tin plates from the United Kingdom has averaged over four millions sterling in value for each of the past three years. In a recent report on the American tin plate industry, our consul in Chicago notes that this manufacture has long passed the experimental stage. The American industry comprises one hundred and thirty-seven mills, and gives employment to thirty-thousand men. Seventeen of these works were in Pennsylvania, employing five hundred and fifty-seven persons in 1895. If the Steel Trust Companies should advance prices, it is expected by many that this will tell upon the American tin plate makers, and allow British plates to come in again in large quantities, as was the case some years ago. —Chambers's Journal.

ST. JOHN'S FIRST LADY TRAVELER.

The first lady traveler out of St. John is on the road for the Bell Cigar Co. The lady is Miss May L. Vinton, formerly with H. J. Ogden & Co., Boston. She is making her first trip through Nova Scotia.

WINDOW CARDS.

THE following letter, from a correspondent of Iron Age, refers to some devices in window advertising which has recently come under his notice. It may, perhaps, be suggestive to some of our readers :

I recently observed a home-made card fastened on the inside of the plate glass show window of a New York store so as to be easily read from the outside. It was presumably placed there to attract the attention of passers by, after reading which the display in the show window would naturally catch their gaze :

> You may be a believer in hypnotism or not, but if you will touch the spot below you will feel a pane.
>
> ●

Perhaps some hardwareman might adopt the suggestion.

Suspended in the show window of a small cutlery store was recently seen a card with a heading printed, done with pen and ink, followed by a short list of articles, without prices, as follows :

> WHAT DO I WANT?
>
> A Pocket Knife.
> A good Razor.
> A pair of Scissors.
> A Razor Strop.
> A Shaving Brush.
> A Pocket Compass.

The question was suggestive, and the reader's eye involuntarily glanced over the contents of the window, which included, among other goods, those enumerated on the card. The list of articles could be changed so as to correspond with different window displays, and thus, for a time, be used as a means to attract business. The same heading might be used to call attention to new lines of goods, or to some that a special effort was being made to dispose of.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

NOTICE...

We beg to notify our Customers and the Hardware Trade of Canada that the fire at Crathern & Caverhill's Colborne Street Warehouse in Montreal on Thursday morning, the 14th January, will not interfere with the business of Caverhill, Learmont & Co.

All orders for SHELF OR HEAVY GOODS by letter or travellers shall have prompt and careful attention.

CAVERHILL, LEARMONT & CO.

....MONTREAL.

WINTER GOODS

Snow Shovels ***(Steel)***

Skates ***Regular and Hockey***

Sleigh Bells ***All kinds***

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

THE TARIFF COMMISSION.

THE Tariff Commission sat in Brockville on Friday last. Those heard appertaining to the hardware and metal trade were the following :

Mr. C. S. Cossitt, of Cossitt Bros., manufacturers of agricultural implements, Brockville, said they could make as good an article as any maker in the States, but they were greatly handicapped by the fact that the latter got most of his raw material free, whereas they had to pay a duty. The Americans also entered machines into this country which were not up to the standard, and he thought that there should be a rate at which machines should be entered, so that they could not undersell the Canadian maker by reason of entering their machines at less than they really sold them for. They complained in 1895 to the Government that that was done, but they could get go satisfaction. If the Americans were compelled to sell at a uniform price in both countries they would be able to compete with them. The Americans commenced four months earlier than they did, and when they worked down here from the south they would sell their machines at cost rather than take them back. The Americans got their steel and iron cheaper, and if they were able to get their raw material as cheap they would not fear competition. He maintained that the duty should not be less than 25 per cent. They had tried the export trade with Australia and Africa, but as yet they had not been very successful. They had to depend solely upon their Canadian trade. They did not do anything with the British market. Last year the Americans had sent in a large quantity of mowers to this country, and if the duty was reduced there would be a large increase. They were making a big push for the business of 1897. The railway freight was also much in the favor of the United States manufacturers, as better terms were accorded them than the Canadian manufacturer when he wished to export. He did not think that if a reduction was made in the tariff it would mean a reduction in the price of the machines. The Canadian manufacturers had no agreement on mowers, but their machines were sold at a certain price. They could not export to the States on account of the patents, which were much more closely watched there than here. The excessive duty on their raw material was the chief cause of complaint. Three-fourths of their finished product was represented by iron and steel. There were some of the smaller articles which were manufactured in this country, but sometimes they could buy cheaper in the States than they could here, notwithstanding the 35 per cent. duty. They bought their iron from the Montreal Rolling Mills, Montreal, and their steel from Nova Scotia. The latter they sometimes bought in the States. Some of the parts were bought in the States cheaper than they could be made in Canada. A special bolt which they used and which required to be particularly good was not manufactured in Canada to any great extent. He asked that the finished product of the factory should be made to pay duty at the same rate as the raw material.

The Mann Manufacturing Co. was represented by Mr. James Publo. He asked that the duty on their raw material, such as screws, bolts, bar iron, steel, etc., be abolished. They imported considerable for their export trade. Just now they were figuring on a lot of bolts, and although the duty was 60 per cent., they got a lower tender from the States than from Canada. There was an ad valorem and specific duty of about 80 per cent. on screws. The duty on bar iron and steel was $10 a ton, and they imported about 60 per cent. of the bar steel. It was a quality of steel that they could not get here. Their last purchase was laid down at $2.40 a hundred pounds, which meant about $38 without the duty. They used a large quantity of steel of a cheaper grade, upon which they had to pay the same duty. They did an export trade with France, Germany, Great Britain and Africa. They did their foreign business through a London house, but they shipped direct to the different countries. They were handicapped in their export trade by the excessive duty on the raw material, and it also affected the home trade, as it made the price of the different articles much dearer.

CARRIAGES.

Mr. Burrows, president of the Brockville Carriage Works, next addressed the Commission. He said that if the duty on carriages was taken off it would mean the shutting up of the Canadian factories. As an instance of that, he said that it was on account of the tariff that brought him to Canada ten years ago. Had it not been for that he would have continued to supply this country from his factory in Cincinnati. The cost of manufacture was much less in the States than here. His factory in the States could turn out about 300 sets of wheels a day, which was more than all the Canadian factories could do. His factory in Canada turned out about 40 sets. There was not the market for them here, and the changing of the machinery and stoppage consequent to the making of a different wheel took up much time, and as a result they were not able to produce the article as cheaply. A wheel which would cost them 75 cents in the States could not be turned out for less than $1.25 here. They were also affected by the duty on iron and steel, for he could buy steel at a quarter of a cent a pound less in the States than he could here. They had a much smaller market here, and it was impossible to compete with the Americans, who had a much larger field. He would not be afraid to meet American competition if the tariff was reduced on both sides. He claimed that they made a better article and much more sought-after article than the Americans. When he first came here, he duplicated a lot of machines, but he found they were unsuited to this country, and it spoiled their trade.

OTTAWA BOARD OF TRADE.

The Ottawa Board of Trade have elected the following officers for the year: President, Mr. Crawford Ross, of the C. Ross Co.; vice-presidents, Messrs. A. W. Fleck and George F. Henderson; treasurer, Mr. C. A. Douglas. A complimentary resolution to Mr. J. R. Booth, which had been drawn up by the Testimonial Committee, was read by Sheriff Sweetland, congratulating Mr. Booth on the completion of the Ottawa and Parry Sound Railway. A suggestion that Mr. Booth's services ought to be recognized by a recommendation from the proper quarter to knighthood was opposed by Mr. Charles Magee, president of the Conservative Association, who said that the citizens would like plain John R. Booth better than Sir John Booth.

SUBSTITUTE FOR GLASS.

The first successful substitute for glass, says Washington Times, is tectorium, a gelatinous composition. It has not appeared in this country at all as yet, but it is being introduced in Europe. This gelatinous substance is given rigidity by being spread on a galvanized iron web, which holds the sheet in any desired shape, but does not obstruct the passage of light. It is translucent, but not transparent, and can be stained in such a manner as to exactly imitate stained glass. It cannot be broken or softened by the rays of the sun, but is flexible and easily bent into any desired shape. When unstained it at first is yellow, but on exposure to the sun it turns white, at the same time becoming harder and more durable. Like glass, it is a poor conductor of heat. It is lighter than glass, and on this account is well adapted for roofs. Unless it can be made transparent it can never hope to entirely supersede glass, but its cheapness and superiority to glass in other directions are securing for it extensive sales for factory windows, skylights for hothouses, roofing and like purposes.

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.

PROGRESSIVE STOREKEEPERS.

THE spirit of progress, which seems to be the order of this latter end of the century, has reached many storekeepers in the hardware line as well as those in other branches of trade, says a writer in Iron Age.

Progressive storekeeping begins with the store itself, and one of the most important points is the lighting of the store.

With so many improved and low-priced lighting appliances there is no excuse for a dark and gloomy store, yet many hardware stores may be seen which are poorly lighted, and contrast very unfavorably with some of the neighboring places of business. A well lighted store is attractive; good lighting gives an inviting appearance to the hardware store, and helps make attractive the wares exhibited.

Window dressing keeps step with the progressive spirit. The conglomerate displays of a few years ago are rapidly disappearing, and the windows of to-day show tasty arrangement of fewer goods, but in a manner which attracts those who pass by. Well printed cards describing the goods displayed are shown, which induce those who look to become purchasers, or else leave a point with them which will be remembered when the goods are needed.

Price books are used in progressive stores. A well arranged book, where prices are carefully recorded and where they may be found in an instant, is much better than old methods of memorandums in different places, hard to get at when wanted and always in danger of being lost.

Catalogue cases are a help in the store. A place for everything, and everything in its place, surely applies to catalogues. When they are wanted, they are wanted very much, and quickly. The progressive merchant has a place for each catalogue, pamphlet and circular, and he sees that each is kept in its place. He has an index which enables him to find what he wants quickly and easily.

The subject of advertising is receiving a a great deal of attention nowadays, and it should, for those merchants who have made the greatest progress are the largest advertisers. Of the many ways of advertising the newspaper is, of course, the best to reach the local trade, but booklets sent out by mail and with goods, slips enclosed with correspondence, signs in street cars and along the roads are all methods which help increase business.

Store fixtures should keep up with the times. Improvements have been made in shelving, in boxing, and in many ways which make storekeeping pleasanter by lessening the hard work and drudgery which have always seemed parts of the hardware business. Hard work there always will be for those who wish to make a success of business, but improvements which make work lighter are welcomed by the progressive man.

CANADIAN LUMBER IN ENGLAND.

It is not generally known that Canada has a very large market now in England for pine boards, as well as deals and square timber. It is only within a few years that the English lumber buyers would take millions of feet of boards and plank. Such is now the case, and at Ottawa to-day there are millions of feet of lumber piled out to dry, sold during the last sawing season to English buyers and merchants for shipment abroad. This, to a certain extent, makes Canada independent of the United States in its sales of pine.—Northeastern Lumberman.

CANADIAN COAL THE BEST.

From the official report on the efficiency of various coals used by United States war ships from 1893 to 1895 inclusive, prepared by the Bureau of Equipment, Washington, it appears that our Canadian bituminous coal, the product of the Canmore mines, Alberta, N.W.T., led all others in point of percentage of fixed carbon, 86.367, and also in the small quantity of ashes left after combustion. In the boiler tests of coal at New York and Navy Island navy yards the Canmore also led all competitors.

A BIG HARDWARE FIRE.

THE large warehouse of Crathern & Caverhill, metal and heavy hardware merchants, which extends from Colborne to Ann street, Montreal, was destroyed by fire early Thursday morning. The destruction was a total one, and as the firm carried perhaps the largest stock of such lines as Canada, tin, galvanized and terne plate, in fact, all heavy hardware, in the Dominion, the results of the fire will be seriously felt between now and next spring. Fully $300,000 worth of goods were carried.

The total insurance on the stock and building amounted to $221,500, of which $200,000 was on the stock, divided as follows: In the Liverpool and London and Globe, $50,000; in the Royal, $40,000; London Assurance Corporation, $40,000; Phoenix of London, $40,000; Insurance Co. of North America, $30,000. The insurance on the building, $21,500, was all with the London Assurance Corporation. Mr. Crathern states that he had $250,000 worth of stock in the warehouse when the fire broke out.

UP-TO-DATE ADVERTISING.

Oh, advertising is the thing
For garnering the nickels!
The man who makes the welkin ring
Is the one who gets the shekels.

The sandwich man is out of date
As a walking business winner.
To catch the eye we must, of late,
Display a full course dinner.

The facts about our goods and shop
We've got to widely scatter
If we would stay up at the top
And next to reading matter.

—L. A. W. Bulletin.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan 15, 1897.

HARDWARE.

THE most interesting feature of the market is a decline in the price of wire nails, decided upon by the manufacturers at their meeting in Toronto. We have, so far, been advised of no further changes. Business is dull.

FENCE WIRE —Business continues quiet and no change in discounts is to note. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f. o. b. Montreal.

PLAIN WIRE—Discounts on coppered iron and coppered spring are 20 per cent. f.o.b. Montreal, and demand extremely quiet.

BARBED WIRE—The reduction in prices has not led to any improvement in business. We quote: $2.90 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. No guarantee against reduction in prices.

WIRE NAILS—There has been another reduction in the basis on these, discounts having been increased. Discounts in this province now are: 80 and 2½ off f.o.b. Montreal, and 80 off in Ontario, with the delivery clauses as before, viz., freight prepaid where rate does not exceed 25c. per 100 lbs.

CUT NAILS —Demand for these has been moderate and the base price is unchanged. at $2.30 f.o.b. Montreal.

HORSE NAILS—Very little business noted with discount 50 per cent.

HORSESHOES—Demand has shown little improvement as yet. We quote f. o. b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS—There is little change in screws. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE — Without feature at 10 to 12½ per cent.

CARRIAGE BOLTS — There are a few orders noted. Discounts are 60 per cent.

TIRE BOLTS—Although some sellers still allow 65 and 10 per cent.on these, a firmer tendency is noted.

IRON RIVETS—Very little doing. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Continue as before at 50 and 10 on copper, and 65 and 5 on tinned rivets.

ROPE —While business is inactive, the market has a firmer feeling, and sisal has been marked up ½c. We quote: Sisal, 6½ to 7c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

SPORTING GOODS—Only a few small lots of ammunition are asked for.

CUTLERY—Business has ruled extremely quiet in cutlery.

SHOVELS—The makers have come to an agreement on spades and shovels. All iron and riveted shovels have been withdrawn, and the list now consists of four grades of steel goods. The base price on these, which was formerly $5, has been advanced to $6.75.

AXES — Continue quiet and unchanged at $5 to $9.

BUILDING PAPER—Very little doing in this line at present. We quote: Plain building, 30c.; tarred lining, 40c.; do. roofing, $1.40.

SKATES—A good sorting trade continues in skates, hockey being most asked for.

LEATHER BELTING—Moderate demand and steady, with discounts 40 to 45 and 10 and 55 per cent.

CEMENT—Continues quiet and unchanged at $2.05 to $2.15 for English, and $1.90 to $2 for Belgian.

FIREBRICKS—Quiet and steady at $17.50 to $22.50.

METALS

Business in heavy iron and metals continues dull. There is some enquiry on import account for tin and Canada plate, but it has not led to any important contracts yet. Values on both these lines continue steady, and the same can be said of everything else. Copper retains the firmness noted last week, though it is not quotably changed.

PIG IRON—There has been little or no change in pig iron. We quote as follows: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON — There has been no change in bar iron, which continues steady at $1.50 to $1.55 f.o.b. Montreal.

BAND IRON — Domestic band iron is without change at $1.75.

HOOP IRON— Continues quiet and unchanged at $2.25.

SHEET STEEL—The same as last week, with the basis nominal at $2.60 to $2.70.

Milk Can Trimmings

THAT LAST LONGEST

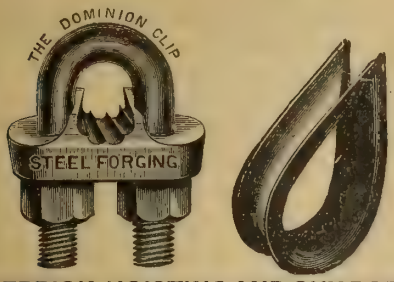
For durability there is no equal to the 3-piece bottom

No portions of the material are broken in bending.
The bottom cannot spring or break away from body.
Being firmer, they take only half the solder used on others.
All hoops are shouldered and carefully fitted.
All parts have bright tin edges that are easily soldered.

FULL STOCK OF TINNED SHEETS FOR MILK CANS AND CHEESE VATS ALWAYS ON HAND. . . .

The McCLARY MFG. CO., - London, Toronto, Montreal, Winnipeg, Vancouver.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

299 St. James Street and 10 Victoria Sq.

Send for 1896 Catalogue **MONTREAL**

PEARSON'S PATENT

Cone Rotary Ventilator

For Balky Chimneys, ventilating Churches, Schools, Factories, etc. Substantial in make, ornamental in appearance. Made in sizes from 2½ to 48 inches.

The Montreal Roofing Co.

Sole Manufacturers for the Dominion, Montreal

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

SHEET IRON—Remains quiet on the basis of $2.50.

GALVANIZED IRON — A few small lots have been asked for. Prices are firmly held under light stocks at $4.75 to $5.

TINNED IRON—Almost motionless.

LEAD PIPE—Remains dull and unchanged at 7 to 7½c., with 30 and 5 off.

SOIL PIPE—Continues as before.

PIG LEAD—Without feature at $3.25 to $3.35.

INGOT TIN—Quiet and nominal to 15 to 16c.

INGOT COPPER—The firm feeling abroad continues on copper, but spot prices are unchanged at 13c.

SHEET COPPER —Without life and prices steady at 17c.

IRON PIPE — A few small orders have been moving. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES —Very little doing from stock here, but prices are firmly held at $2.55 to $2.65.

TIN PLATES— The demand for tin plate has diminished to a certain extent, as buyers have supplied their wants. Stocks in jobbers' hands here are very light and values firmly held. We quote: Coke, I.C., $3 to $3.25; coke wasters, $2.70 to $2.80; charcoal, I.C., Alloway, $3.25; do, I.X., $3.80 to $4.00; P. D. Crown, I.C., $3.75; do, I.X,, $4.50.

TERNE PLATE—Dull and unchanged at $5.85 to $6.25.

BOILER PLATE—Without life, prices ruling nominal at $1.85 to $1.90.

COIL CHAIN —Steady and unchanged.

SOLDER—Dull and unchanged at 11c.

SHEET ZINC — A few small orders were filled at $5 to $5.25.

SPELTER—Quiet, but rather steadier, at $4.50 to $4.75.

ANTIMONY—Dull, at 10c.

SCRAP IRON—There has been little doing in scrap iron as most buyers are supplied. We quote No. 1 wrought scrap, $17.

GLASS.

The agreement for higher prices on window that went into effect in Ontario last week does not apply to Quebec territory. As stocks are extremely light here, however, an effort is being made to have the prices for this province advanced also. We quote: First break, $1.30 to $1.35; second, $1.40 to $1.45 per 50 feet; and $3 to $3.10 for third break, per 100 feet.

PAINTS AND OILS.

Trade in paints and oils has not opened out yet and business rules quiet. The agree-

W. G. HARRIS

Wholesale Buyer . . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference :

Imperial Bank; Toronto.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

"Perfecto"

The dealers who have had this line from us in the past are ordering freely for next season.

If you have not had it yet, and are looking for satisfaction and comfort in Varnish, we recommend it to you. It does all that a good Varnish should do.

Perfecto Varnish

The **Walter H. Cottingham Co.** Ltd.

MONTREAL

ment in regard to white lead prices was formally confirmed this week.

WHITE LEAD —Quiet as yet. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Without change. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Remain as before.

LINSEED OIL—There is no activity to note. Prices now are 45 to 46c. on raw and 48 to 49c on boiled; 5 and 10 barrel lots 1c. less.

TURPENTINE—There is little life in turpentine, which was offered this week at 41 to 43c. as to quantity.

SEAL OIL — Continues unchanged at 52½c.

CASTOR OIL—Weaker, prices declining ½c. The outside price now is 9c. for round lots with 9½c. asked in smaller quantities.

COD LIVER OIL—A few sales of single barrel lots of Norwegian cod liver oil have been made at $54 per bbl.

PUTTY— Unchanged in bulk at $1.85.

NAVAL STORES— There has been little change in these. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Demand for heavy chemicals continues slow. We quote: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50.

HIDES.

The hide market continues dull at 7, 6 and 5c. per lb. for beef hides, 75c. for lambskins and 4 to 6c. for calfskins.

PETROLEUM.

The petroleum market exhibits no new feature. We quote as follows: Canadian refined, in car lots, 15½c.; smaller quantities, 16½c.; American pure white, in car lots, 18c.; water white, 20c., and Astral, 22c., less 2 per cent. In small lots pure white is quoted at 19c.; water white at 20½c. and Astral at 22½c.

ASHES.

Without change. We quote: First pots, $3.40; seconds, $3.05, and pearls, $4.45 per 100 lbs.

COAL.

Continues as last reported. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4.

MONTREAL NOTES.

The new agreement in regard to window glass values does not apply to the province of Quebec territory.

The shovel list has been reduced to four grades of steel goods only, and prices have been advanced pretty sharply.

The strength in copper noted abroad last week continues, but it has not influenced spot prices, which are unchanged.

The stock of window glass in jobbers' hands on this market is said to be the smallest carried at this period for a number of years.

There has been another decline in the base price on wire nails, which ought to make them sufficientlyt low to keep ou Yankee grades.

Walter H. Cottingham Co., Ltd., are distributing to their patrons a very handsome calendar, the card of which is a representation of their noted circular, which tells something about how to paint the earth red with Sherwin-Williams paint.

The "Perfection" clothes dryer is a contrivance that will appeal to the wants of every household. It affords 25 feet of drying space, and as it can be attached to the ceiling and shoved up out of reach, takes up none of the floor space always so valuable in a kitchen or drying room.

ONTARIO MARKETS.

TORONTO, Jan. 15, 1897.

HARDWARE.

SOME of the houses have their travelers out again, others again have not. Trade is, however, again assuming a more normal condition, although the volume of business is small. The chief item of interest is in regard to wire nails, which have been reduced about 10 per cent. in price, while the list has been revised. The manufacturers have finished their meetings, but have yet to consider the price of horse nails. That, however, will be done in Montreal. The trade still seems to have some difficulty in regard to arriving at the correct price of spades and shovels under the new association, the formation of which was noted a couple of weeks ago, and correspondence is still going on between jobbers and manufacturers. Payments are on the whole fair.

BARB WIRE, ETC.— The reduction in price has yet had no noticeable effect in the way of improving the demand. We quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per keg less than above figures. No guarantee against change in either price or tariff. Terms: 60 days, or 2 per cent. off 30 days In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—Quiet and unchanged. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC. — Outside a little demand for ordinary tinners' wire, the enquiry is nearly altogether for coppered steel spring, in which line a good business has been done during the past week. Prices are unchanged. We quote: Tinners', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS—The discount has been increased to 80 per cent. off the list, and the whole list has been remodelled with a view to conforming with that of the American. The demand has, if anything, improved during the last few days. Ten-keg lots are, as before, delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f. o. b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—The manufacturers decided not to make any further change in these. Business is quiet. Base price $2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS — So far no change has been made in the price, but the question will be further considered at a meeting to be held in Montreal. Discount, 50 per cent.

HORSESHOES—The demand has increased a little. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—Moderate trade being done. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head

YOU

May not be aware that we use only pure linseed oil and turpentine in our paint, and that is one reason why our steel shingles and siding plates are so durable.

We never use benzine nor fish oil. There are "lower-priced" goods than ours, but none "cheaper,"

"Coalite," the new preservative for metal, is made only by

Metallic Roofing Co., Ltd., - Toronto

brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

Brass and Copper Wire—Quiet and unchanged. Discounts, 10 to 12½ per cent.

Carriage Bolts—Trade is a little better, with discounts as before. Discount, 60 per cent.

Rivets and Burrs—Business continues fair. We quote as follows: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

Brass Butts—Quiet and unchanged at 17½ per cent.

Rope—Orders are exceptionally few. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ⅜ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

Sporting Goods—Quietness is the feature of all lines appertaining to sporting goods.

Cutlery—A few sorting-up orders for general lines are being received, but they do not amount to much.

Churns—A number of orders have been booked during the past week for forward delivery, and a few orders have been received for shipment from stock. In general business is still light. Discount is 65 per cent. from factory and 63 per cent. from stock; terms are 4 months with 5 per cent. off for cash in 30 days.

Clothes Wringers—There is not a great deal doing, but an improvement within the next few weeks is anticipated. We quote: "Royal Canadian," with brass corners, at $29.50 and the "Lightning" at $30 per dozen, usual terms.

Spades and Shovels—Enquiries for prices are coming in freely. A number of orders have been booked for forward delivery, but shipments from stock are small. Some of the jobbers do not yet seem to know "where they are at" in regard to prices, owing to the recent changes. The discounts on Canadian made spades and shovels have been entirely done away with. We quote "Old's" at $6.72 per dozen; others vary from $5.38 to $9 per dozen.

Snow Shovels—Owing to the absence of snow jobbers have a large number of snow shovels on hand. Prices range from $2.50 to $2.75.

Axes—A few orders have been received, but in general trade is quiet. We quote from $5.25 to $9 per dozen.

Building Paper—Orders for prompt shipment are only small. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

Skates—Sorting-up orders are still coming in.

Leather Belting—Very little doing. We quote: Standard, 45, 10, 10 and 10 per cent; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

Cement—Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

METALS.

Some improvement is shown in the demand for sheet steel and ingot tin, but in general the metal trade is still quiet.

Pig Iron—The conditions are much as before. Domestic is nominally unchanged at $16.50 for No. 2.

Bar Iron—A few small orders are being occasionally received. Base price, $1.50 to $1.55 f.o.b. factory, and $1.60 to $1.65 from stock for ordinary quantities.

Hoop and Band Iron—Trade continues quiet and prices unchanged at $2.25.

Sheet Steel—There has been a good demand for No. 2 quality, and some large shipments have been made. In "Dead Flat" trade has not been quite so heavy as it was. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

Black Iron—Trade is not as good as it has been. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

Galvanized Iron—While a few fair shipments have been made, very little is going out from stock. In an import way a number of orders have been booked. We quote Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

Tinned Iron—Trade is still quiet. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

Lead Pipe and Traps—Trade is quiet. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

Soil Pipe—Quiet. Discount, 60 and 5 per cent.

Pig Lead—Very little doing. We quote: 3¼c. for ton lots and 3½c. for small lots.

Ingot Copper—Business is quiet and prices unchanged at the recent advance. We quote 12¼ to 12½c. per lb.

Ingot Tin—Trade is a little more active, with prices unchanged. We quote 15½c. for ordinary quantities and 16c. for small lots.

Sheathing Copper, etc.—Sheathing copper is still not much wanted, although a few orders for import are reported. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

Iron Pipe—Volume of business is still light. We quote as follows: ¼-inch, 60 and 2½ per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ to 50 per cent., larger sizes, 50 to 50 and 5 per cent.

Boiler Tubes—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

Range Boilers—Quiet. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates—Dull and unchanged. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—Quite a little improvement has been shown in this line during the week, both in coke and charcoal plates. The latter is being held at $3.50 basis for good brands. We quote cokes at $3.15 for 14 x 20 and $6.25 for 20 x 28.

COIL CHAIN—Quiet and unchanged. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES—Dull. We quote: I C, $6; I X, $8.

SHEET ZINC—Not much doing. We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Quiet. Prices are firm. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Quite a number of orders have been booked in this line, and shipments from stock are fair. We now quote: Standard, 10 to 11c.; strictly pure, 11 to 12c., according to quantity.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

A fair business is being done in window glass and prices are being firmly held, although advices from Belgium denote a decline of ½ to 1 point in star and double diamond, respectively. Owing to high freight rates it is not at all improbable that there will be an advance in plate glass before long. We quote: First break in 50-foot boxes at $1.35, and in 100-foot boxes at $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond than at the latter points.

OLD MATERIAL.

Business is quiet and there is not much material coming forward. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7½c. per lb.; bottoms, 7½c.; new light, 7¾c; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

PAINTS AND OILS.

Since the arrangement of prices the demand for white lead has improved. Stocks are said to be bare. Liquid paints are quiet, and so, in fact, are practically all the staple lines. Castor oil is a little easier, and we reduce our quotations ½c. per lb.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

MOST PROFIT
Is made in the long run on goods that give to customers best SATISFACTION.
NICHOLSON FILES
ARE THE
Best Sellers

Because they have had a Universal Reputation for 30 years of being the STANDARD of AMERICA, and they are well known to be
UNIFORMLY RELIABLE.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.
LARGEST PRODUCERS IN THE WORLD.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; 10 to 20 barrels, 45½c. Boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c., 10 to 20 barrels, 48½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.65 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $1.95; 25-lb. tins, 4 in case, $2.10; 12½-lb. tins, 8 in case, $2.35.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lambskins, 85 to 90c.

WOOL—The market is steady. Dealers are paying 21 to 22c. for combing fleece, 17c. for rejections. Pulled supers are 20 to 21c. and extras at 22 to 23c.

PETROLEUM.

Business continues brisk. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Belgian window glass has declined ½ to 1 point in the primary market for spring delivery.

The market for paris green is being formed, and quotations will be found elsewhere.

The annual meeting of the Toronto Lead and Color Co. was held a few days ago, when a satisfactory statement of affairs for the past year was presented. The firm's representatives in the north and west respectively will still be Messrs. J. W. Shorney and Geo. Verry.

The price of wire nails has been reduced about 10 per cent., the discount in Ontario being 80 per cent., with terms as before. The list has also been revised.

The representative of a United States house was in Toronto offering linseed oil, but it is said he could not come within 2c. per gallon of the price of the domestic article.

UNITED STATES MARKET.

NEW YORK, Jan. 15, 1897.

PIG TIN—The better tone that developed yesterday gained some headway under the influence of higher London cables and continued very fair consumptive movement here. London speculation was livelier, and there were deals here also that involved 100 tons or more, chiefly for early delivery. Prices at the start were about 13.10c. f.o.b., but at the close 13.15 to 13.20c. was more generally asked, and 13.10c. bid for cash.

COPPER — There was no startling or inspiring news from London, but evidence was more plentiful that considerable business is being put through here in a quiet way, and that the undertone of the market is decidedly strong. Possibly a limited quantity of Lake Superior ingot could be secured at 11⅝c., but there are very few sellers at

Do You Know

OF ANY BUILDINGS
TO BE ERECTED
THIS SEASON?

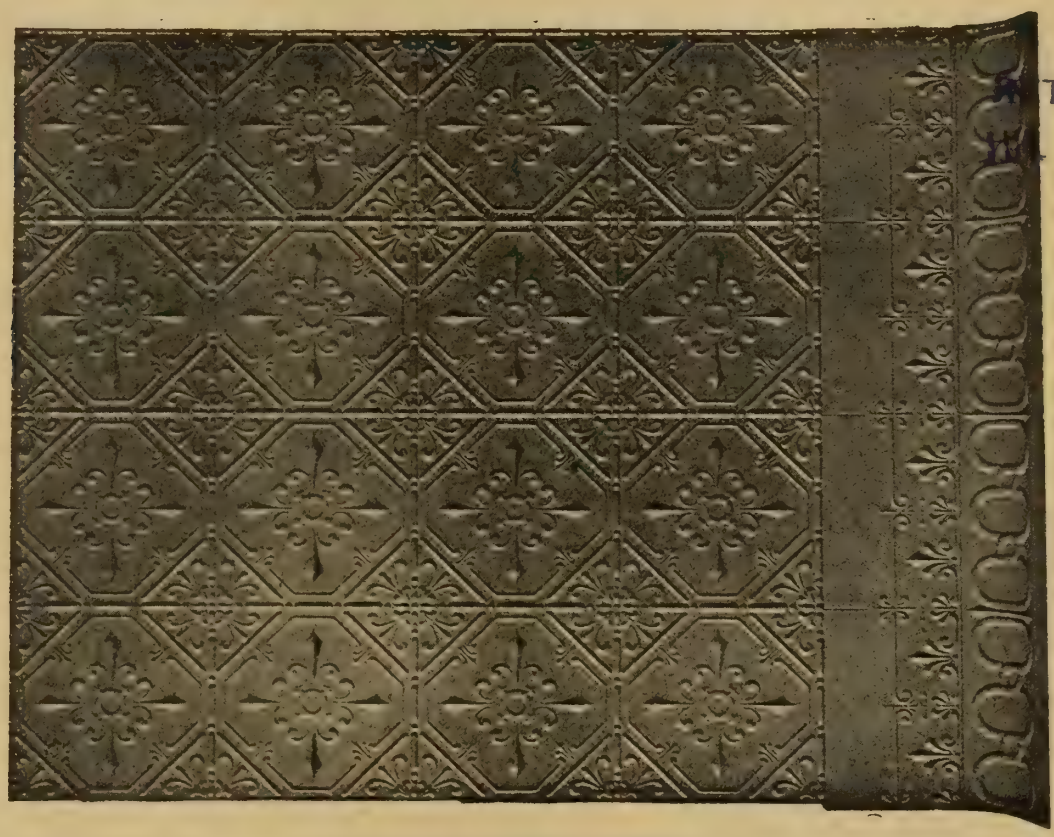
If so, don't you think you could arrange to sell the owner an embossed steel ceiling?

There is Money in it for You

SUITABLE FOR

Stores, Houses, Colleges, Schools, Theatres, Hotels, etc.

Our Catalogues Are Yours For The Asking



RETURNED
JUL 17 1897

Fig. 18 (Our Ceiling Catalogue.)

Showing section of ceiling with Panels, Border, Coves, etc., complete.

These goods are handled by the Hardware and Tinware Trade, to whom we allow a liberal discount.

We are always on the Lookout for Live Agents

THE PEDLAR METAL ROOFING CO.

Largest Manufacturers under the British Flag of Sheet Metal Building Materials, Metal Roofing, Metal Sidings, Cornices, Skylights, Corrugated Iron, Finials, Weather Vanes, Fire-Proof Shutters, Corrugated Conductor Pipes and Elbows, Eave Troughs, etc.

Head Office and Works:

OSHAWA, ONT.

less than 11¾c., and some of the mining companies modestly ask 12c. for future delivery. Electrolytic is nearly as firm at 11¼ to 11½c., and anything below 11⅛ to 11¼c. is exceptional for casting stock.

Pig Lead—Buying interest was less active, but the market is kept in fairly live shape, and prices remain steady on the basis of 3.02½ to 3.05c. for common domestic, early delivery. London cable quoted £11 13s. 9d. for soft Spanish.

Spelter—There is no improvement in dealings here or in the demand, and prices for Eastern delivery are barely steady at 4.05 to 4.10c. as to brand. London cable quoted £17 17s. 6d. for good merchant brands.

Antimony—There is a fair jobbing business and prices are steady. Regulus may be quoted at 7½c. for Cookson's, 6½ to 6⅝c. for Hallett's and 6½c. for Japanese.

Tin Plate—The market remains positively dull at this point, only retail purchases being made of spot stock, while operations in future deliveries are scarce. Prices are not quotably lower, but the tone of the market is rather weaker.

MAINE'S AXE-HANDLE MAN.

THE axe-handle man is another peculiar worker in the Maine woods, and he lives just as unconventionally and has just as good a time as the hoop-pole man or the gum-picker, says N. Y. Post. He frequently accompanies the hoop-pole man in his tours through the woods in the wake of the loggers. The saplings needed for axe-handles must be larger than those the hoop-pole man is looking for, and consequently their interests do not conflict, unless it is that the hoop-pole man denudes the forests so thoroughly that he leaves very few saplings behind to grow up for the axe-handle cutter. The ash saplings are about the only ones that the latter looks for, and he goes into the woods in the fall and chops down every sapling of the desired size. The young tree is then split, and the chopper blocks out the handles in a rough way. When a good collection of handles is thus blocked out, they are buried so they may season without cracking. If the sun is allowed to shine upon these ash handles for any length of time while seasoning the fibre loses its firmness. In addition to this precaution, the large ends of the handles are smeared over with a greasy paint that tends further to hold the grain together. In the winter the axe-handle men collect their handles that have been buried throughout the forest at convenient places and send them to the railroad station, and thence to the factory, where they are finished off.

THE PUDDING FULL OF PLUMS.

WHAT a man expects he does not always get, writes Fred. Woodrow in Age of Steel. In some cases, and perhaps in most, it is better for himself that it is so. It is said that children with more thumbs than birthdays, mistaking the moon for a lozenge, stretch out their hands for the luminous orb. They never get it. Some of the older children with wisdom teeth in their gums, and a long series of years to their credit, occasionally indulge in the same kind of folly, and repeat the same experience. Perhaps all of us are more or less liable to be looking for salmon where we find but shrimps, and to be climbing trees for plums where a robin finds only berries. It may be in expecting more than we get that the man who would be half-hearted in chasing a rabbit becomes downright earnest in pursuit of a deer. Ideas are magnets, and a man without an expected and as yet unrealized good, is just as likely to bestir himself as an oyster is to take a swim. There must always be an upper round in the ladder, and an unsecured apple on the tree, or we stop at the bottom of the one and never put our hand on the other. Now, it is not to be denied, that while everybody endorses this fact, there is quite a respectable crowd who expect the apple to fall in their mouths, and fortune, fame, or whatever else may be, to find them out as a turkey does its roost, and a possum its hotel. It so happens, however, that the pudding full of plums is only his who makes it. What a man gets he has to give. What we call the rewards of patience, industry, integrity and endeavor are growths and not presents. They have their tap root in the qualities that made them possible. The acorn first, the oak next. We can make a hairpin, but not a tree. It is true that we hang oranges on a Christmas bush, pin diamonds on cambric, and put coronets on imbeciles ; these, however, are but adornments and not rewards. They are from without and not from within. We have seen an ape on a mast head, a pig in a parlor, and a fly in a crock of cream, but the one was still a gentlemen with a tail, the other but vitalized bacon, and the other but food for the spider. The man who realizes a high ideal in his business, his intellect, his usefulness or his character, is what he is by his own inherent qualities. He has gained his status not by the yard but by the inch, and by the atom and not the mass. The Andes was once but a mole-hill, the river running to the sea but a crystal thread in green moss and musical pebble, and the luminary but a spark. In the formation of a character that to other eyes is a stately and magnificent structure, the sculptured column was once but a rough block. Stone by stone, and pillar by pillar, from the buried foundation to the sunlit pinnacle, the grand characters of history have been fashioned along the pathway of time. In the world of business as in the heroes of history, its leading figures have not been ready-made, but developed. This is not saying that a successful business man is always what he ought to be, but so far as commercial success goes he had to search for the diamond even if he stole it. He may be no better for his gains than Cleopatra was for swallowing a pearl, but he had to track the deer to get his venison. Prosperity is not to be called into any man's door by his whistling on the door-step. It has to be sought out as is a precious stone in a mine, or a pearl in an oyster bed. In the higher objects of life, and strange as it may seem to some who are risking body, soul and spirit in pursuit of gain—the glory of life is not in what a man puts in his pocket, but builds up in his character ; on this plane that is not consecrated to bowels and booty, and knows neither graveyard nor a coroner's inquest, what a man is shapes his destiny. As a rule and in everything, from making pegs, boots or bridles, to the making of a good citizen and a noble character, the pudding full of plums is only his who makes it.

EARTH'S COSTLIEST PRODUCT.

United States Consul Morris, at Ghent, in a report to the State Department, says the European newspapers have been much interested of late in a question propounded as to what is the most expensive product in the world.

The answer given by Wilfred Fonvielle is charcoal thread, used as filaments for incandescent electric lamps, which, in the shape of filaments for 30 candle power lamps, is worth $12,000 a pound. It requires 1,500,000 of these filaments to make a pound, and their total length would be 187 miles.

STEEL RAIL PRODUCTION IN 1896.

The Railroad Gazette says : "We learn from Mr. Swank that the rails rolled in the United States in 1896 amounted to about 1,100,000 tons. This is, however, only an approximate estimate. The product in 1895 was 1,300,000 tons. In 1887, when we built 13,000 miles of new railroad, we rolled 2,140,000 tons of rails, which was much the greatest output in one year. Last year the new road was about 1,700 miles ; and assuming 300 miles more for sidings, we have a total of 2,000 miles of new track. This would have absorbed, estimating on 65-lb. rail, about 200,000 gross tons, leaving 900,000 for renewals."

Established 1860. Incorporated 1895.

EUREKA STEEL SAP SPILES

We know that Eureka Sap Spiles are the best, because :—They hang the bucket closer to the tree. They prevent bucket swinging in the wind. Buckets can be covered, keeping out leaves, dirt and spiders. Sap runs longer. Spiles will neither break in, nor rust the tree. Packed 100 in box, nicer to stock, easier to handle.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

THE KNAPP & COWLES MFG. CO., BRIDGEPORT, CONN.

Cast Steel Forged. Beech Handle.

No. 1.

Cast Steel Forged. Ebonized Handle.

No. 4.

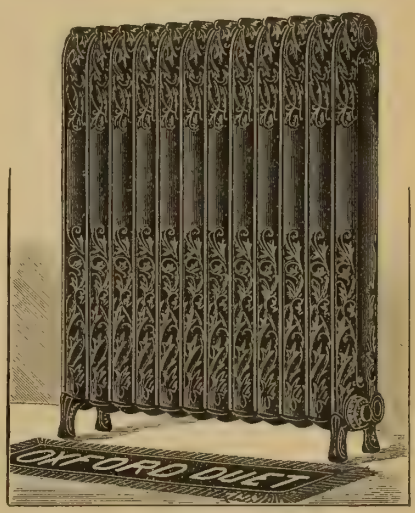
Send for Catalogue of full line of popular Hardware Specialties. **SCREW DRIVERS.** SEE OUR ADVERTISEMENT NEXT WEEK.

Genuine Worth . . .

Is the groundwork of the fame and reputation of

"OXFORD" Boilers and Radiators

FOR HOT WATER OR STEAM



They are the World's Standard. Endorsed by all engineers and unequalled for mechanical excellence and perfect efficiency.

The Radiators have the only perfect joint—iron to iron, no gaskets used, and are made in every variety of size and style.

The Boilers have been adopted by the Dominion Government because of their unequalled construction and perfect circulation.

The GURNEY FOUNDRY CO., Ltd., - TORONTO.

THE GURNEY-MASSEY CO. LTD., MONTREAL

SHOULD HAVE DEALT THROUGH THE PLUMBER.

RECENTLY a very good friend of mine was closing the contract for the plumbing, heating and wiring of a large building that was about to be built, which work was to be done under the supervision of the architect, who had specified five water closets made by well-known people. The owner was very much surprised at the cost of the plumbing, and asked the plumber (who was a close personal friend), if the work could not be cheapened. He was told that by using a certain closet, which he could sell him at $30 net, the cost could be cut down. The architect was present, and said that he could secure the closets specified, at that price, and he could see no reason for making any changes, so the contract was closed with the understanding that the closets were not to cost the plumber over that amount. Four or five weeks passed, and the plumber being ready for the closets, wrote the makers, stating that he was informed by the architect that the closets could be purchased for $30 each net, notwithstanding that the firm had named the plumber a spot cash price of $45.60 each net, to which the firm promptly replied that they could furnish the closets at no such figure.

Now the trouble begins, for the plumber had the building roughed in for those closets, and he immediately wrote the architect of the condition of affairs, who wrote that he would secure the closets, but after delays, etc., he wrote again informing the plumber that he had made a mistake, and had ordered instead five closets of another make. Two days later our friend received a letter from the firm of whom the architect ordered the closets, stating that they had received the order, but as they were signers of the Baltimore resolutions, they had informed the architect that they could not sell him any goods, and had so written him; this was not satisfactory to the architect, so he countermanded the order and placed the order with a certain New York house, who he told of his trouble, and they promptly wired him that they would accept the order, and named him a discount about ten per cent. better than they ever quote the plumbers.

The closets were shipped, are on the ground, and now the fun begins. Plumber will not set the closets as they were sold contrary to the rules, because he has the building roughed in for the ones specified, because the owner will stand by the plumber and insist on having the ones specified.

Moral: Manufacturers, and signers of the Baltimore resolutions, name no prices to any but plumbers, then you will not be placed where these people are, your goods will be used where they are specified, and you will not, like these people, be called to account for violations of the rules, and stand a good chance of being put on the list of those not in accord, for that is just what will happen the parties who sold those five closets to the architect, and not only that, for they will get their closets back, being put to all this trouble for nothing.—Plumbers' Trade Journal.

JILTED THE PLUMBER.

Miss Hardick — Ethel can't be after money. She has broken her engagement with that wealthy plumber.

Miss Fosdick—Don't be too sure. She jilted him for a man who owns a bicycle repairing shop.

SPARKS.

A tramp looked in at the office door,
His nose—it was strangely red,
As if he'd been drinking, and wanted more.
"Can you give me a lift?" he said.
"A lift?" said the plumber; "of course I can."
As he lifted him several feet
With the toe of his boot—and the red-nosed man
Shot, howling, across the street.

TO IMPROVE AFTER-CHRISTMAS TRADE.

THE following was awarded first prize by Hardwareman as being the best essay on the subject, "How to Improve the Dull Season Following Christmas."

"In the first place I consider it necessary, in order to suggest a cure, to discover the cause, for such there must be. In this particular case the cause is not far to seek. The extra expenditure which Christmas time naturally entails has its reaction when that auspicious occasion has gone by, and there is a strong tendency to tighten the purse-strings. Then, again, the early weeks of the year might almost be described as between the seasons. The gradual lengthening of the days, the appearance of the flowers and other indications give the impression that the worst of the winter is over; and although the snow may be on the ground and the thermometer below freezing point, yet the need for a heating stove, coal vase, or any such article is left unsupplied on the conclusion that, as the season is so advanced, we will manage without it and wait until next winter. It is too early to push the trade in garden tools or other spring requisites. What, then, is to be done?

"Suggestion 1—During the days immediately following Christmas, the ironmonger's attention can be given to the clearing out of the festive season's specialties. A reduction in price will have to be made, but not necessarily sufficient to take away all the profit. In February, the same idea can be carried out with reference to the surplus winter stock. However carefully packed away, some goods lose their freshness before the next corresponding season, and during the intervening months it is much better to have their room than their company. Carrying out this suggestion entails sacrifice, but it prevents the accumulation of old stock and livens up trade at times when it would otherwise be dull.

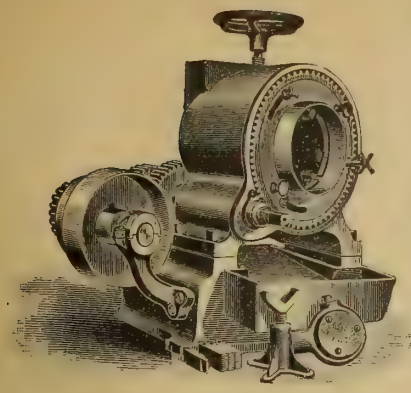
"Suggestion 2—Free trade is the order of the day, and as January is holiday-time special attention can be given to catering for the juveniles. Have a window full of games, and automatic, magnetic, electric and other toys; and, as an enjoyable and profitable advertisement, let the ironmonger—especially if he be a 'family' man—have a social gathering of some of the 'rising generation' belonging to his customers, and make the occasion a suitable one for introducing and teaching a variety of his games and showing round a number of his interesting toys. This will have a double effect (1) the parents will be pleased, and look upon Mr. 'So-and-so' as a personal friend, and (2) as the delights of the evening are talked about in the various homes, paterfamilias will have very little peace until he has found the 'wherewithal' to purchase this or that delightful game or interesting toy.

"Suggestion 3.—Arrange for an exhibition to be held in the town, the proceeds, after paying expenses, to be devoted to some charitable object. Offer a few prizes for the best piece of fretwork, carving, bent ironwork, etc., and thus enhance the interest in these pursuits and create a demand for the necessary tools.

"The trade from Christmas time until the end of February will thus be improved. When March comes round folks begin to realize that the dull and dreary season is drawing to a close, the brighter days show up the need for alterations in the house and garden, and the energetic ironmonger is once again as busy as can be."

OXIDE OF IRON AND GAS.

Oxide of iron as a material for the purification of coal-gas has now practically superseded lime. Not only is it more effectual in its work, but it is surprisingly cheaper. Lime, under the old methods, cost 15s. per ton, and when used was only worth 2s. 6d. per ton. Oxide of iron is now being offered to the gas companies free of charge on condition that the supplier buys it back at 5s. per ton. Recent chemical investiga-



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS No. 23 Garden St. Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

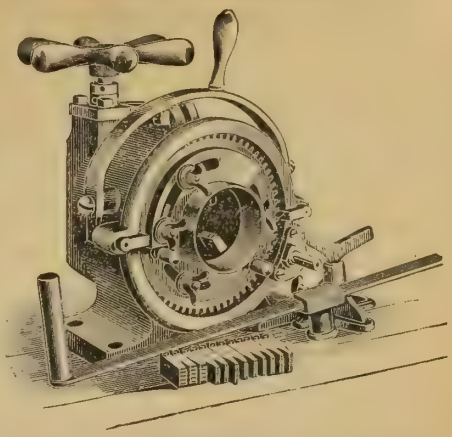
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ¼ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



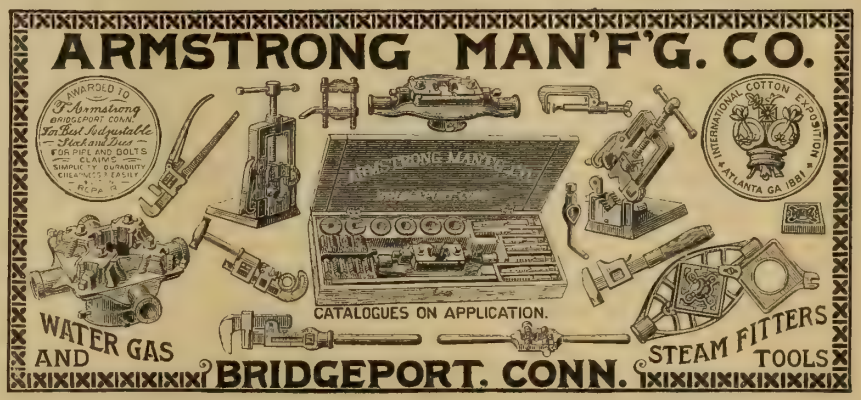
No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc. MONTREAL

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO CANADA.

ARMSTRONG MAN'F'G. CO.



WATER GAS AND STEAM FITTERS TOOLS
BRIDGEPORT. CONN.

tions have disclosed the fact that iron oxide after the process of gas purification has added value, and becomes an important gas residual. One gas company of medium extent in the Black Country is already netting £200 a year by the substitution of iron oxide for lime.—Hardwareman.

TRADE CHAT.

WHAT is claimed to be the most powerful locomotive in the world has just been completed by the firm of John Cockerill, of Liege, Belgium. At a trial trip a speed of 46 miles an hour was attained with a load of 100 trucks, each containing a dead weight of 12 tons.

A Newark, N.J., hardwareman is advertising there is a great drive in nails, a sharp competition in razors, and a rapid movement in knives and forks.

The Ogilvie Milling Co. have made tests of the value of bran as a fuel, and at present market prices find it more economical than coal at their Manitoba mills.

Four American bicycle manufacturers will bid for the ten thousand bicycles that the British Government will require for the use of carriers in the Post Office Department.

The Bothwell Oil and Gas Co. have elected officers as follows: President, Mr. Hiram Walker; managing director, Mr. Hiram Alexis Walker; secretary-treasurer, Mr. Hiram C. Walker. The company have now five oil wells in operation on their property near Bothwell.

The electric company's big chimney will be the third in height in Canada. One at Toronto is 275 feet high; one at Montreal, 255; this one will be 175, and is nearly completed.—Telegraph, St. John, N.B.

At the annual meeting of the Chatham Manufacturing Co., a successful year's business was reported. The officers elected were: Mr. Hugh Malcolmson, president; Mr. Wm. Ball, vice-president; Mr. W. Ireland, secretary-treasurer; Messrs. S. Barfoot, S. J. Sutherland and Mason Campbell, directors. The resignation of Manager D. R. VanAllan was regretfully accepted.

The Dominion Coal Co. are erecting a large coal washing plant near Morrison's Lake and alongside the Sydney and Louisburg railway. The capacity of the plant is from 600 to 700 tons per day of ten hours, and with it they intend washing the slack coal from their mines, thereby freeing it from stone, slate, sulphur, dirt and other impurities, so that it may be more profitably used in making gas, coke and other by-products, as well as for general use. The plant will cost over $50,000.

NATURAL GAS IS A MINERAL.

By a decision of the United States Circuit Court of Appeals, handed down Thursday, natural gas is declared to be a mineral for all the purposes of the statutes and customs laws of the United States. The court affirms the decision of the United States Circuit Court of this district, which affirmed a decision of the Board of General Appraisers declaring that gas piped from Shirkstown, Canada, into Buffalo, N. Y., was not subject to duty, as it comes within the definition of crude minerals.

The collector of Customs had assessed the gas as dutiable at 10 per cent,, under Section 4 of the McKinley Act, as a "raw unmanufactured article not enumerated or provided for." The Buffalo Gas Co. insisted that natural gas is, under Section 651 of the Act, a "mineral, crude or not advanced in value or condition by refining or grinding or by other processes of manufacture not specially provided for in this Act."

ST. JOHN HARDWARE ASSOCIATION.

The Hardware and Iron Dealers' Association of St. John, N.B., at their annual meeting elected the following officers: Thos. McAvity, president; R. B. Emerson, vice-president; John J. Barry, secretary treasurer. The association will hold its annual dinner on the 20th inst.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

MR. DUNN, merchant, Lake Talon, Ont., has assigned to J. N. McNamara, North Bay, and a meeting of creditors is to be held on the 19th inst.

F. Vancamp, hardware, Lindsay, has assigned.

Constant Seabach, blacksmith, Mitchell, has assigned.

J. L. Liblond, general merchant, Trois Pistoles, has assigned.

Tackaberry & Loughrey, wholesale and retail harness, London, have assigned.

Chas. R. Dickie & Co., general merchants, Canning, N.S., have assigned.

S. W. Reynolds, general merchant, Algoma Mines, is consulting his creditors.

J. H. Morin, hardware, St. Hyacinthe, is offering to compromise at 30c. on the dollar.

G. A. Morrow, general merchant, Russell, is offering to compromise at 50c. on the dollar.

W. J. Burns, general merchant, Seeley's Bay, has assigned to J. P. Langley, Toronto.

J. R. Jackson & Co., stoves and tinware, Guelph, have called a meeting of their creditors.

W. H. Tonkin, general merchant, Leskard, is offering to compromise at 50c. on the dollar.

John Price & Son, hides and wool, Montreal; W. J. Price has filed consent of assignment.

V. Leroux, general merchant, Ste. Anne de Prescott, has compromised at 55c. on the dollar.

Kelly & Co., general merchants, Tavistock, have assigned to Henry Barber & Co., Toronto.

Crawford, Lynch & Co., general merchants, Orillia, have assigned to Henry Barber, Toronto.

H. A. Belisle, general merchant, Ste. Agathe des Monts, is offering to compromise at 50c. on the dollar.

Mr. J. R. Eden, the assignee of the J. T. Huber & Co. estate, general store, Doon, announces liabilities of $9,161.59, and assets of $216.82. A dividend of 2⅓ per cent. is forthcoming.

PARTNERSHIPS FORMED AND DISSOLVED.

T. C. Howard & Co., general merchants, Sutton West, have dissolved.

Ingraham & MacLean, general merchants, Sydney, N.S., have dissolved.

A. M. Craig & Bros., general merchants, Westport, have dissolved; A. M. Craig continues.

H. C. Barnaby, general merchant, Bridgewater, N.S., has admitted A. C. Barnaby as partner, under the style of H. C. Barnaby & Son.

J. E. Trottier and A. Hardy have formed a partnership to do business as general merchants at Farnham, Que., under the style of Trottier & Hardy.

SALES MADE AND PENDING.

L. Lewis, stoves, Victoria, is advertising to sell out.

The stock of the estate of W. J. Budd, Shallow Lake, has been sold.

W. Hughan, blacksmith, Thorndale, is advertising his business for sale.

The assets of Joseph Martineau, general merchant, St. Michel, Que., are to be sold on the 15th inst.

CHANGES.

N. Geneau is opening a general store at Howick, Que.

W. Massicotte is starting a general store in St. Prosper, Que.

John F. McLeod, general merchant, Robinson, is commencing business.

C. Cassina, general merchant, Everton, has sold out to John D. McCallum.

P. McLeod, general merchant, Hawkestone, has sold out to Moore & Gardner.

The business of the late James Atkinson, general merchant, Inwood, is being closed out.

Joseph Bourgeois, general merchant, Ste. Angele de Laval, Que., is asking an extension.

F. Granville, general merchant, Slocan City, B.C., has been succeeded by J. A. Foley.

G. A. Goulet, general merchant, Pointe Fortune, is advertising selling off and removing.

Hopkins & McLean, general merchants, Kamloops, have sold tinware stock to Shotton & Mead.

Janet Ramage, general merchant, Chesley and Mooresburg, has been succeeded at Mooresburg by H. R. Ramage.

FIRES.

D. Hayes, general store, Lonsdale, has been burned out.

Dowswell Bros. & Co., manufacturers of wringers, etc., Hamilton, have been partially burned out.

The St. Catharines stock of R. & W. Kerr, hardware, Montreal, has been damaged by smoke and water; insured.

DEATHS.

Francis Laborge, blacksmith, Quebec, is dead.

Charles Hendry, Sr., general merchant, Stirton, is dead.

Angus McIntosh, general merchant, Dunvegan, Ont., is dead.

W. H. McAlpine, general merchant, Louisburg, N.S., is dead.

A WISE MERCHANT.

C. S. White, general merchant, Lennoxville, Ont., has sold his dry goods business to E. W. Abbott & Son, and his groceries and hardware to C. F. Wiggett. Mr. Wiggett has also leased Mr. White's store and will carry on business in the old stand. He should do very well as he has been known to the trade in Lennoxville—and very favorably too—for the past 12 years. We like the ring of his announcement when he says: "my aim will be to keep nothing but the very best, and to sell the same on a small margin on cost." This is where very many merchants fail. They try to work off the cheapest goods and sell at cost.

PURE GOLD CO.'S NOTE BOOK.

On page 20 of the last issue of HARDWARE AND METAL appeared an item to the effect that the Pure Gold Manufacturing Co. were issuing a leather covered note book which would be sent to all applicants on the receipt of a 1c. stamp. The item was published in good faith, but it has nevertheless turned out to be an error. The Pure Gold Co, has no note book for general distribution, and we regret exceedingly that the avalanche of letters which the company has received has put it to so much inconvenience day after day in answering.

Perfection Clothes Dryer

Something that sells at sight.

Do you want to be first
in your town. . . . .

Send for Sample and Prices.

45 Windsor St., Montreal

CHRISTMAS AND NEW YEAR'S TRADE.

TIME was, remarks a contemporary, when we regarded the intervening days between Christmas and New Year's as a dead and alive week to be spent in exchanging misfit presents; a sort of hiatus between two turkey dinners, to be passed in a semi-comatose condition of rest and indolence in reminiscent reverence of the dear departed Yuletide.

The spirit of trade has bridged the breach between the two holidays, however, and banished those dreamy days. We must be up and doing even the very morning after Christmas and peg away until the lights go out on that last night of the year, or our wide-awake neighbor will score a point ahead of us. It is a case of all hands to repel dull trade not only fifty-one weeks of the year, but fifty-two.

And after all it was not so terrible, this yearly struggle. The great secret is to be on time; be a trifle ahead of your neighbor if you can; anticipate the whims of your constituents, and instead of trailing take the lead. Inform yourself of the things that are likely to be as well as those that have been; enquire into the future rather than dream of the past; interest yourself with things probable rather than things accomplished; keep ahead of to-day if you can instead of trailing in the dust of yesterday; and you can do this, if you will, without being a slave yourself or enslaving your help.

You will find it easier to walk on the smooth, fresh turf than upon an old, traveled highway full of ruts and stumbling spots that have existed since you have trod the way.

Break away from old habits, especially unproductive routine, that has nothing but custom back of it.

Be original. If you have an idea that has a shadow of possible good in it, exploit it the coming year, and if healthy continue it; if not a source of good, drop it, but in any case try it if it is promising. The only way to realize whether or not there is vitality in the seed is to plant it; the only way to prove whether a scheme is virtuous or otherwise is to give it a chance.

The pioneers in every line of business are those who put ideas into practice, not those who originate them.

You might dream forever, build castles of fantastical proportions in Spain; picture mirages forever and gain nothing.

The party who studies some common, everyday situation, devises a plan to meet it, makes a hit and profits by it, he is the up-to-date business man.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

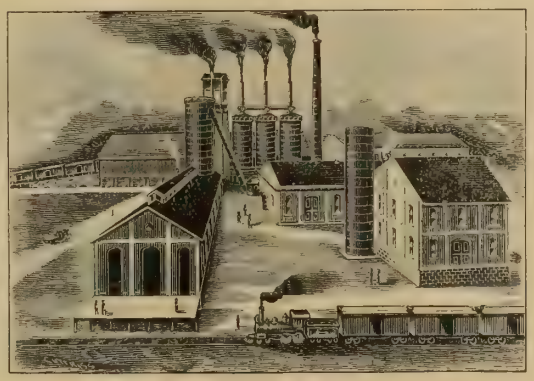
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



The Hamilton Blast Furnace Co., Ltd.

HAMILTON Canada.

Manufacturers of

HIGH GRADE

Of....

PIG IRON.

THE ARCADE FILE WORKS

IMPROVED INCREMENT CUT FILES

Arcade Files are made from the very best Crucible File Steel, and are guaranteed to cut faster and wear longer than any on the market.

PRICES: While we do not compete with the cheap brands made from open hearth steel, we can, owing to our modern plant and new inventions, make prices that are the lowest for buyers desiring a high-grade File with an Improved Increment Cut.

FOR SALE BY

AIKENHEAD HARDWARE CO., Toronto.

The R. A. McCREADY CO. Ltd.

We want hustling Agents to sell McCready Bicycles for 1897 . .

OUR MODELS

McCready No. 1	$100	McCready Special	$65
McCready No. 2	85	Juvenile	45

OUR TRAVELLERS

Will leave about January 1st with 1897 Models and a full line of Sporting Goods and Bicycle Sundries. Their goods are right; their prices are right. Wait for them.

The R. A. McCready Co., Ltd. 147-149 YONGE STREET **Toronto, Ont.**

SELL FIRST-CLASS CUTLERY.

By Cutler.

IT is to the advantage of every hardware dealer to handle as fine a grade and as high priced cutlery as can be bought. He should also instruct his salesmen to push the better lines, as it costs no more in a business way to sell a knife at $1 than it does to sell one at 25c.

The only difference is a little more money invested. For instance, supposing you sell ten knives at $1 each, with a profit of 50 per cent., you make clear $5, whereas if you sell ten knives at 25c., with usual profit, you only make $1.25. Besides that, when the knife at 25c. turns out to be no good, although it cannot be expected to be otherwise, the chances are the purchaser will say, "Can't trust that dealer," and it causes a great deal of dissatisfaction, and in some cases chances of losing a customer.

Of course, it will be taken for granted that sometimes the better grades will give dissatisfaction, but this is seldom, as in tempering fine goods it must be difficult to give them the exact amount of temper required.

But I do not suggest that the dealer should not stock a cheap line of cutlery, as that would be foolhardy, as in some cases his customers cannot afford to invest very much for the purchase. But, nevertheless, he could keep it in a place which would be handy, yet not very conspicuous; and instead of showing the low-priced goods first, which I am sorry to say is too often the case, show the high-priced, and gradually come down to the price your buyer can afford.

Always handle goods to which the manufacturer is not ashamed to affix his name and trade mark.

ANTHRACITE OUTPUT, 1896.

The Philadelphia Press says: "The production of anthracite coal in 1896 is estimated as follows:

Months	1894.	1895.	1896.
	Tons.		
January	2,622,808	3,063,534	3,844,222
February	2,291,472	3,133,246	2,603,622
March	2,495,658	3,761,665	2,948,254
April	2,757,306	3,139,122	3,013,190
May	3,793,303	3,788,945	3,125,170
June	5,112,358	3,777,644	3,314,190
July	3,868,215	3,699,674	3,750,248
August	3,089,843	3,835,914	3,949,892
September	3,270,612	4,005,122	4,001,578
October	4,136,850	5,077,509	4,783,767
November	4,493,281	5,012,707	4,435,722
December	3,105,190	3,984,592	3,500,000
Totals	41,391,199	46,292,443	43,319,895

"It may be that the figures will be slightly larger for December, but the falling off in tonnage as compared with 1895 will be about 4,500,000 tons. The production in the latter year was far above the wants of the trade, and there is no cause, except a foolish competition, why it should have been so large. It is an indication of better control over the trade that there should have been such a heavy decline in tonnage in 1896. There is no doubt that the producing companies got higher prices for coal in 1896 than in 1895, especially during some of the latter months of the year. There is every reason to believe that the coal trade will be conducted this year with a view to harmony of great interests and profits. The carrying trade is practically under the control of the Morgan-Vanderbilt interest, which for the first time will assert itself in conduct of the trade. The Reading Co., whose bankruptcy has long been at least a plausible excuse for the many ills of the coal trade, is now fully reorganized, and is ready to see what its earning power really is under fair conditions. The other companies have need to husband their opportunities, and those concerns which prefer old methods will be compelled to work on a business basis. It is barely possible that more may have to be done in the line of acquisition, but it is not likely, and thorough organization and concerted action on the part of the great companies is to be looked for."

Church's . . .

ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

Sold by leading paint dealers everywhere.

Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

We Guard Your Interests

We protect you by protecting your customers—by satisfying them. We guarantee the quality of our Painters' Brushes—return them if for any cause they fail to satisfy.

An unusual thing to do, you say; but we are seeking the little items that will increase the confidence of your customers. And in doing that we are gaining your confidence in us and our methods.

BOECKH'S STANDARD PAINTERS' BRUSHES

Are Leaders.

They stamp your Store as a safe place to buy Hardware. Only one standard quality of stock is used—the best of its kind in each grade.

Good Bristles—put in to stay. Dirt, dust and moth protection, because the Brushes are boxed. Our name stamped on every Brush.

And, if you choose, say this to your customer (the only honest thing to say): "Return them if not satisfactory—you can have your money back if you want it."

Brushes, Brooms, Woodenware

Let us send you our Illustrated Catalogue---128 pages.

Chas. Boeckh & Sons, Toronto

Established 1856

WINDFALLS AND UNCLAIMED MONEY.

"THAT there be as many miseries beyond riches as on this side of them," as Izaak Walton observes to Scholar, deters no one in the pursuit of fortune. But the sudden possession of unexpected fortune has proved to many people as great a trial as its sudden loss. Only, like Sam Weller, most folks wish that somebody would just try and ruin them in that way. A sudden access of fortune or misfortune tests a man's stability of character and greatness of mind. Sir Walter Scott noted in his journal after his failure: "If I have a very strong passion in the world it is pride, and that never hinged upon world's gear, which was always with me, light come, light go." That same strong passion made him sit down at his desk when well-nigh three-score to redeem an overwhelming burden of debt. His efforts were so far successful, but mind and body gave way under the strain. Mark Twain (Samuel L. Clemens), one of the most successful authors of modern times, likewise, through unsuccessful business speculations, at sixty years of age started lately on a lecturing tour round the world to retrieve his fortunes. Had John Ruskin earned the fortune of £157,000 left him in hard cash by his father, it is possible he might have disposed of it in a different way. The year 1877 was his last appearance as a rich man, after allowing himself about £3,000 for a holiday at Venice; he meant at that time to invest a sum in the Funds sufficient to bring him in £1 a day. But his publisher, Mr. Allen, has come between him and poverty, and a re-issue of his works at popular prices has meant a handsome annual income to the author of "Modern Painters." His first fortune went in this way: One-third of it was invested in mortgages, whereby he lost £20,000; he handed over a sum of £17,000 to poor relatives; another sum of £17,000 was freely lent to a cousin, to whom he forgave the debt. His gifts to Sheffield and Oxford absorbed £14,000, and as he lived considerably above his income at £5,500 for many years, his capital soon ran low. So that to get rid of a fortune is easy enough; the "Jubilee Plunger," managed to go through a quarter of a million in two years. George Peabody, who gave away more than one and a half millions during his lifetime, half a million of which was for industrial homes in London, said this giving was really a victory over a naturally parsimonious disposition. But he did not become suddenly rich; his wealth was gradually acquired, the result of ability and energy, coupled with great opportunities which he was able to utilise. Cornelius Vanderbilt, the American millionaire, boasted in his eightieth year that he had made £200,000 for every year of his life. "Secret? There is no secret in it," he said, when once asked the question as to how he managed this. "All that you have to do is to attend to your business, and go ahead."

Thomas Brassey, the well-known civil engineer, father of the present Lord Brassey, who laid out at least £78,000,000 of other people's money in his various contracts, and probably deserved the £2,500,000 which fell to his share, was a philosopher in regard to money. When a French viaduct gave way, landing him in a loss of at least £30,000, his one thought was how quickly he could get it built up again. His own loss never engaged his attention. To his friend Bartlett, at the time of the panic, when it was believed he had lost £1,000,000 of money, he said "Never mind, we must be content with a little less; that is all."

The class, however, which is sometimes envied are those who become suddenly rich by what are known as windfalls or unexpected fortunes. Some have their heads turned, and if lacking in self-control their good-fortune may ruin them; others, who have been of a miserly turn before, become greater skinflints than ever. It takes prudence and a well-ordered mind to keep the balance level.

ARE BUSINESS MEN TOO BUSY?

THERE has been suspicion in many minds that business is assuming too closely the level of machine work. It can be asserted, without fear of strong opposition, that the proposition is true. Business men, says The Detroit Herald of Commerce, are in the mass too much engaged with material affairs and too little engaged with the conditions that make wholesome social life, both in and out of the home.

Man possesses great capacity for development. He was not created solely for business. It was not intended that he should rush away from home in the morning, remain at his desk until noon, grab a lunch at a restaurant, remain at his desk until night and into the night, and hurry to bed for a few hours of enforced sleep. And yet the mass of business men are living about that sort of a life.

We are voluntary slaves to business in large part. It is admitted, of course, that under the social conditions of our time many men must toil. Toil is more than work. It is by work that we thrive, both physically and materially. Man was made for work, but he was not made to abuse himself by work. This he often voluntarily does, however.

Many business men fail to grasp the real purpose and opportunity of life. They assume that correct living is being successful in business, and business success is measured in the amount of money that can be accumulated. If we will investigate for a moment the nature of man and its possibilities, it will be apparent that this idea of success is too narrow. It is right that ambition for material success should exist; it is right that money should be accumulated. But it is not right that ambition should exist merely to accumulate money, for in that there is no room for proper social and moral advancement.

Gladstone, at nearly four score years and ten is still a student, while it is not uncommon, under the prevalent idea of a successful career, to cease study at 25. The example of the purely material life is bad for a community. It misleads the man who is struggling for an existence. He comes to see in it something that he can never attain to, and he becomes dissatisfied. If men of business would give more time to social advancement, they would soon call a halt on the mad race for wealth. In this plan of living business men would learn how to use money as well as how to make it, and, with that knowledge acquired, selfishness would have smaller standing-place in the world.

We can see in much of the present tendency toward social reform that a force is at work in the minds and hearts of men that gives promise of beneficent results. The idea of man's brotherhood is sweeping over the world. It has invaded India; it has gone into the islands of the sea; it has taken root in China; it is beginning to manifest itself in America in a far more practical way than ever before. What part is the business man going to have in this development? Shall he be content to be left behind, with no thought, no aspiration, no attainment outside of the narrow and contracted sphere of his money-making?

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

Garth & Co.
Plumbers and Steamfitters,
Manufacturers of all kinds of
Brass and Iron Goods
Gas and Electric Light Fixtures
536-542 Craig Street,
MONTREAL.

WANTED . . .

Travellers calling upon retail hardware trade—in Eastern Ontario and Province of Quebec—choice side lines—liberal commission. Applicants state lines now handling and territory.

Address—"Hardware Side Line,"
Care of
Canadian Hardware and Metal, Toronto

The Star Manufacturing Co.
Manufacturers of
CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.
Movements for Bicycle and Door Bells. Send for Discriptive Circular of our Patent "Ball" Burglar Alarm.
NEW HAVEN, CONN.

PATENTS
Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "**Inventors Guide**" and "What profitable to invent," **Free. MARION & LABERGE,** Engineers & Experts, 185 St. James St. MONTREAL.

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine
327 St. James Street, - - - **MONTREAL**

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St, TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

THE SLEEPY TRAVELER DID NOT DEPRESS HIM.

THE monotonous voice of the train boy broke in upon the meditations of the sleepy traveler, says a contemporary.

"Puck, Judge, Life, any of the sporting or comic publications, books by popular authors—"

"Not any," drowsily answered the traveler.

In a few minutes the boy came back and spoke to him again.

"Bananas, oranges, ap—"

"No."

Again the boy went away and again came back.

"Figs, chocolate, caramels—"

"Don't want anything. I wish you would quit bothering me."

Once more the boy went away and once more he returned.

"Now, see here," said the traveler, thoroughly awakened by this time. "Young chap, I don't want lead pencils, prize packages, stationery, books, paper of any kind, cigars, candy, or skull caps. I have no use for nuts, shelled or otherwise, and you can't sell me any soap, buckles, combs, razor strops, cuff buttons, almanacs, papers of pins, corn starch, rugs, walking sticks, mustard spoons, umbrellas, night shirts, clothes pins, brocaded silks, rubber bands, carpets, bicycles, shaving mugs, yachting caps, diamonds, knives or forks, cut glass, flour, bacon, pickle dishes, perfumery, coffee, tea, fine cut tobacco, coal, baby carriages, elephants, horses or any other kind of animal, four-footed or otherwise, saw logs, mining stock or real estate. Now will you go away and let me alone?"

"Yes sir," rejoined the train boy, in the same monotonous tone, "want any chewing gum?"

HOTEL HUMOR.

In case of fire, ring the towel.

Board $50 per week. Meals extra.

Guests are requested not to speak to the dumb waiter.

Guests wishing to get up without being called can have self-raising flour for supper.

Guests wishing to do a little driving will find a hammer and nails in the closet.

If rooms get too warm, look out and see fire escape.

If you are fond of athletics and like good jumping, lift the mattress and see the bed spring.

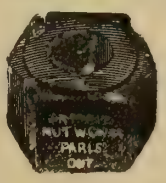
If your lamp or gas goes out, take a feather out of the pillow; that's light enough for any room.

Guests troubled with the nightmare will find a halter on the bed-post.

Don't worry about paying your bill; the house is supported by the foundation.—Exchange.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
ROLLING MILLS
Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.
AND FACTORIES
MONTREAL

TRADE MARK J REGISTERED.
"JARDINE"
Horseshoe Vises . .
One of the handiest winter tools in a shoeing shop. Useful at all times, they are indispensable in winter.
A. B. JARDINE & Co.
HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 15, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.XL	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X. "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6) 0

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs / " 14x60, " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½
Allandale, I.C.	2 90	3 00
" I.X.	3 65	3 75

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	....	1 65
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	...	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 30	....
26 "	2 40	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c

Galvanized Iron.

Queen's Head or equal grades, in small lots:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 18
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11½	0 12
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No 4 do	3 65
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto.

James' genuine	5 75
" " No.	5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	..	¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 15
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 35

Linseed Oil.

Raw, per gal	0 45½	0 47
Boiled, per gal	0 48½	0 50

Freight allowed. Price 2c. less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	....	0 43
5 to 9 "	....	0 42
10 to 15 "	....	0 41

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	0 08¼	0 08½
Small lots	0 08¾	0 09

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 °
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 2
Thin card wads, in boxes of 1,000 each. 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M,
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges.................... 0 90
5 and 6 gauges.................... 1 10
uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges.................... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb........................ 0 10 0 12½
Anvil and Vice combined, each..................... .... 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross ...... 3 60 ;30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ......}
" Sewing, per gross..} 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes................ 5 25 5 50
Chopping Axes—
Black Prince.............. 7 25 7 50
Forest Clipper............ 7 25 7 50
Lance 8 50 9 00
Mann's............. .... 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made.............. 7 50 7 75
Climax.................... 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

inc discount 3 90 4 0
opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.

Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz................ 3 35 4 75
Moulders', per doz............ 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz...... 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriege, dis.. 60 p. c. off new list.
Tire, dis., 65 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz........ .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 11 25

Cement.

Canadian, Portland................ 2 30
English " 2 50
Belgium " 2 25
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

D isy or Leader, dis. from factory, 65 per cent.; from stock, 63 per cent.
Steel, net.......................... 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz.............. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz.......... 16 00 51 50
P .S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

doz 90 1 75

FAWCETS.

Cork Lined, per doz.......... 0 30 0
Wine, per doz................ 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent.
Kearney & Foote, 60 and 10 per cent.
Nicholson File Co., 50 and 10 per cent.
Heller's Horse Rasps, 45 per cent.
Jowitt's, English list, 25 to 30 per cent.
American, 60 and 10 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Per 100 ft.	Double Diamond. Per 50 ft.	Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto. London is 5c. higher on Star and 10c. on Double Diamond.

Pilkington.

Ordinary.
1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 68

Picture Glass.

Pilkington's Ordinary.
1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz............ 1 10 1 20

Sledge.

Canadian, per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, 50 to 25.
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. t.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz............ 1 00 1 25

Plane.

American, per gross.......... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb.......... 3 65 3 75
12 in. up, per lb.......... 2 65 2 75
Per doz. set.
Screw. Eureka................ 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair
Spring........................ 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz.............. 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000................ 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb................ 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross............ 1 60

KNOBS.

Door, japanned and N.P,, pe doz. 0 85 3 00
Bronze, Berlin, per doz....... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross......... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz......	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz....	0 50	6 0C
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..........	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz......	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis—50 to 60 dy	2 30
40 dy	2 35
30 dy	2 40
20, 16, aud 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70

2. American pattern only—

From 4 to 5 dy	2 90
3 dy (lath)	3 30

3. Canada pattern only—

From 4 to 5 dy	2 70
3 dy (lath)	3 20
3 dy, A.P. fine	3 90

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16½
Carbon safety "	0 18	0 00
Canada w. w. "	0 18	0 00
American w. w. "	0 00	0 21
Pratt's Astral	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6	175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p c.

Button's Imitation, per doz..	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz...........	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz...........	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set........	0 00	0 72
" hollow, per inch...	0 00	1 00

PUTTY.

Bladder, per lb	1 75	01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot..........	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's. " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 50, 10 and 5 per cent.
Iron " dis. 60 and 5 per cent.
Tinned and black rivets, 60 and per cent. to 65 and 5.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6¼	00	8½
¼, 5-16, ⅜ in.............	6¾	00	9
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..........	0 60	1 00
" N.P., per set....	....	90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire........... 0 55 0 90

SASH CORD.

Per lb 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50
Solid, "	1 25	....

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each........	0 75	2 75
frame only............	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 5C
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
oot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz	8 75	9 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p. c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.........	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.............	2 30	2 45
" black..............	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American..............	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz............... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb...............	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb.......	0 09	0 09
Labrador........ "	0 00	0 13
" Axe, "	0 00	0 15
Turkey .... "	0 00	0 50
Arkansas ...... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross..........	3 50	5 00
Grind. per ton..............	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.............. 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights 40
" " tinned 45
Swedes, cut tacks, genuine, blued and tinned 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned............ 40
Zinc tacks 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers 10
" " in bulk 15
" " solid heads, in bulk........ 42½
Saddle nails in papers................ 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 5

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.

Mouse, per doz	0 35	1 50
Rat, per doz.................	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb..............	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz................	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.................	6 00	7 00
Peter Wright's, per lb........	0 12	0 13
Pipe, each........	5 50	9 00
Saw, per doz	6 50	13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

Carload Lots and Under.

Galvanized, 2 barb, 2½ and 5 inches apart..............	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all.. delv'd....................	2 70	2 75
Plain twist..................	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 50 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz		

Connor's IMPROVED WASHING MACHINE

Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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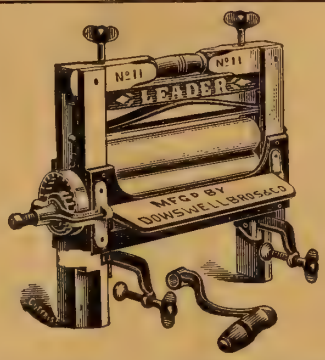

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Manufacturers of

CHARCOAL PIG IRON

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PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

Brushes

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OUR PRICES

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ARE RIGHT

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and Meakins & Sons, Hamilton.

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Indurated Fibre Ware.

NO HOOPS, NO JOINTS, CANNOT LEAK, SWELL, OR WATER SOAK.

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G. & H. Barnett Company

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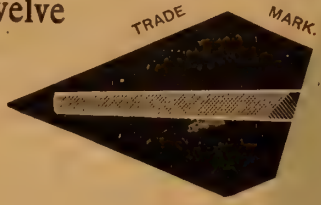

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By **JURC**

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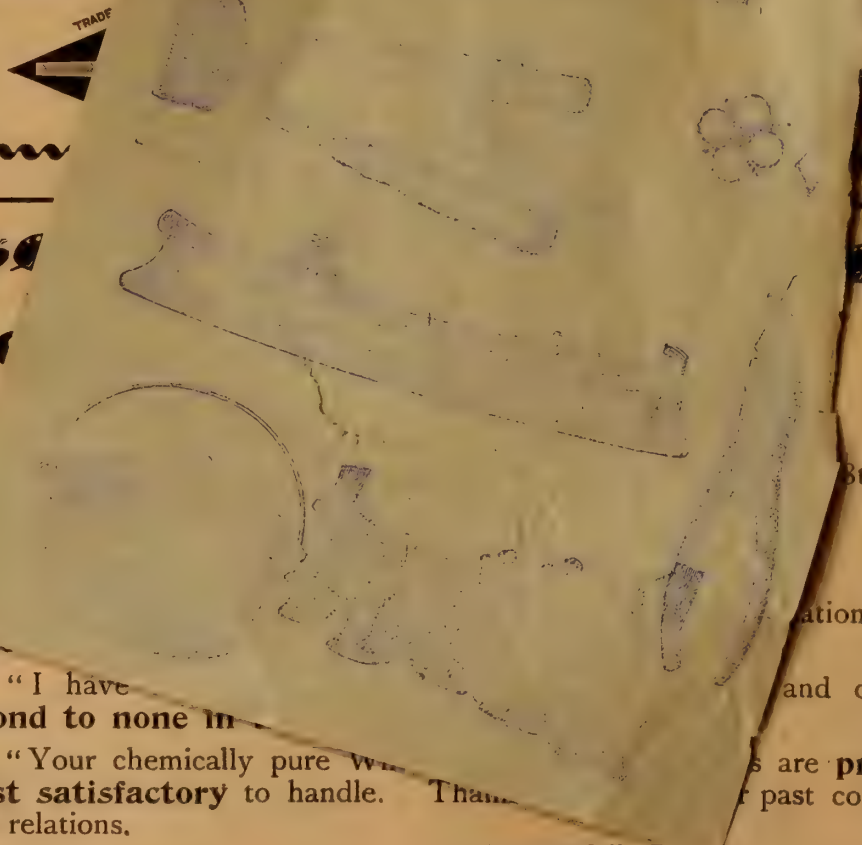
Gold Medal a



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BLUESTONE

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ATER and AIR.

well for all.

will last as long or withstand
of Steam Heat.

1/32, 1/16, 3/32, or 1/8 in. thick.

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"Your chemically pure
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"Respectfully yours,

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IX | MONTREAL AND TORONTO, JANUARY 23, 1897 | No. 4

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In use by . .
EIGHT LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

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CARD OF THANKS

Messrs. John Lysaght, Limited, wish to extend their sincere thanks to their many friends in Canada for the liberal patronage accorded by them during the past year. In spite of unusually severe competition, **"Queen's Head"** Galvanized Iron has more than held its own, and continues to hold the bulk of the Canadian trade. All buyers of **"Queen's Head"** Iron will have a Happy New Year, because they will never need to worry about the quality of the Iron. . . . . .

Largest Manufacturers under the British Flag

NEW CITY HALL and COURT HOUSE

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Will be fitted throughout with

Safford Patent Standard Radiators

FOR STEAM HEATING

MANUFACTURERS AND INVENTORS

This is the largest heating contract ever undertaken in Canada.

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MECHANICS' TOOLS, BUILDERS' SUPPLIES,
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A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN

Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

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125 and 127 Queen St. East, **TORONTO**

YOU WANT OUR

Factory Milk Can Trimmings

THEY ARE MADE TO STAND THE WEAR AND TEAR
THE TRADE ENDORSE THEM
THE PEOPLE USE THEM
YOU BUY THEM AND YOU'LL LEAD

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, JANUARY 23, 1897 No. 4

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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TRADE SITUATION IN CANADA.

THE trade situation in Canada is one that is attracting more than usual interest. The cause is primarily a two-fold one.

With the close of the presidential campaign in the United States and the election of the sound money candidate, Canadians, as well as the people more directly interested in that contest, looked for a substantial improvement in business.

For a time the conditions favored this anticipation. But a few weeks sufficed to dissipate these hopes. And for the past couple of months business on the other side of the line has been about as dull as it ever has been in the history of the country. This unsatisfactory condition of affairs has naturally made its impress on business matters in Canada.

Another trade deterrent is the revision of the tariff: While business men are in the dark as to what the nature of this revision will be, they naturally will neither make nor buy anything beyond what is necessary to satisfy their immediate requirements.

At the same time we are open to confess that in our judgment we are, as Canadians, crediting these factors with more influence than is really their province. They are undoubtedly obstacles in the way of the development of trade, but we add to them rather than detract from them by sitting down and folding our arms.

The trouble with us is that we spend too much of our time in bemoaning the adverse conditions and not enough in contemplating the favorable conditions and helping them along.

The most prosperous country in the world to-day is Great Britain. Next in rank comes Canada.

In thus declaiming in regard to Canada we have full cognizance of the fact that business is by no means at that point that can be termed satisfactory. But at the same time HARDWARE AND METAL does not hesitate to affirm that the commercial conditions in Canada to-day are more favorable than in any other country in the world with the one exception already cited.

Perhaps we have not even seen the worst of the obtaining quietude. But whether we have or not this fact seems patent: The great majority of those industries which are the basis of the trade and commerce of this country are expanding in at least a fairly satisfactory manner.

We have reference to the mining, fishing, lumbering, pulp, dairying and live stock industries. These are unquestionably growing. Our manufacturing industry is at the moment in a somewhat passive state, generally speaking, due to the depression in the United States and the contemplated changes in the tariff at home; yet even in this branch all the members are not in that condition. The flour milling, the agricultural implement, the bicycle manufacturing, and other lines of more or less importance, are all doing well.

Then there are the earnings of the rail ways. They are pretty good barometers as to the condition of a country's health commercially, and their readings are favorable. Another barometer is the statements of the chartered banks. No one can say but that they are, in the main, favorable.

Reference has hitherto only been made to our home trade. Turning to the export trade the conditions are again favorable, there being a steady expansion.

One thing, too, that must not be overlooked is the manner in which the manufacturers and merchants of the country carry on business. The development in this particular is undoubtedly in the right direction: Credits are being shortened, accounts more closely scrutinized, and business generally is being conducted more akin to business lines than ever before. The importance of this is too obvious to need explanation.

HARDWARE AND METAL has no desire to ignore the fact that trade is quiet. Neither, on the other hand, has it a desire to see the situation viewed in a wrong light. And that is what we are too often doing. There are some clouds in the situation; but the sunshine predominates. Let us get into it and keep into it as much as possible. It will help the country, and pay us.

If business is worth anything it is worth studying.

CULL HORSE NAILS WITHDRAWN.

The important result of the meeting of horse nail makers at Montreal this week was the withdrawal for the future of all cull nails from the market.

The sale of these goods has been a source of long-standing complaint with the trade, and their removal is a reform that HARDWARE AND METAL has frequently urged.

No change in prices was decided upon, the old discount of 50 per cent. being confirmed. The terms of delivery are as heretofore, namely f. o. b. at manufacturing points.

CHEAPER POWER FOR MONTREAL MANUFACTURERS.

A REPRESENTATIVE of HARDWARE AND METAL accepted an invitation to accompany the Canadian Society of Civil Engineers to visit the works of the Lachine Rapids Hydraulic and Land Co. last week. This company are gradually bringing to completion a plan to utilize the Lachine rapids to develop electricity. There were some doubts expressed at first as to the probable success of the scheme. Engineers and capitalists, headed by G. B. Burland, Montreal, had ample faith in it, for they raised about $2,000,000 and have pushed on the work very rapidly. By the middle of this year they expect to supply Montreal manufacturers with power about $25 per year per horse power less than steam costs, and for manufacturers at Lachine at much less than that. The work will develop about 16,000 horse power.

At the luncheon at which the visitors were entertained, Mr. Burland pointed out that one of the most striking features in connection with the work was the closeness with which the engineers had figured out the cost of this gigantic scheme, for now that it was almost completed, the undertaking had not exceeded the estimates made by Mr. Walbank to the extent of fifty dollars. He thought that the professional gentlemen present would be well able to appreciate the full force of this statement, for it was not a common thing to be able to carry out such extensive plans without the introduction of extras.

Mr. W. McLea Walbank, the engineer who designed the work, gave all present an intelligent idea of the progress of the work from the time the plans were drawn up, and of the many difficulties which had been overcome. The danger of anchor-ice had been one to which their attention had been called at the very outset, and many prophets had arisen who claimed that this would render the whole undertaking useless. It was quite true that a great deal of frazil ice had formed at the lower end of the present head race, but this was caused by the fact that a reef of rock extended right across the basin, with not more than six inches of water covering it, and this, of course, had frozen over and caused a natural dam, which gave rise to the theory of back water.

Since the commencement of the work this reef had been entirely removed, and arrangements had been made to carry off all the frazil ice from the inside of the wing dam. When the work was carried to a conclusion, the company expected to build up a small town on the land owned by them in the vicinity, which they would supply with water and electric light, and which would be brought into touch with the city by means of the electric car system, which would be put in operation.

Some 260,000 cubic yards of rock have been taken out of the reclaimed bed of the river, the cribs have all been sunk, the foundations of all the power houses are completed, and the steel frames are receiving the finishing touches.

The main dam will consist of forty-two isolated masonry piers, four feet wide and fifty feet long. The power house, which will be built upon these, will be forty feet wide and 1,000 feet long, the width being increased at the spots where the dynamo houses are erected. The turbine equipment consists of 66 improved cylinder gate wheels, each fifty-four inches in diameter. The working head under which these wheels will operate will vary from eight feet to eleven feet. The entire plant will develop an average stage of water in the neighborhood of 10,000 horse power. The wheels will be placed in sets of six. That is to say, there will be eleven sections, each section consisting of six turbines geared to one jack shaft for driving one large generator, and each of these sections will be provided with an electro-mechanical governor for regulating the speed. The power will be transmitted from the turbines to the generator shafts by means of mortice bevel gears, carefully finished.

Each dynamo will have revolving fields and stationary armature, and the two parts will be so built that one can be moved relatively to the other, in order to give access to all parts for repairs. The construction will be such that this movement will be easily made when the two dynamos are set with their shafts parallel at 20 feet distance. They will have self-oiling and aelf-aligning bearings. Each dynamo will have a capacity of 750 kilowatts on a non-inductive load, and an approximate voltage of 5,000 volts. They will have 40 poles, and the speed will be 175 revolutions per minute. On this ratio the electric output of the dynamos to the mechanical power on the shaft (including in this one-fourth of the mechanical power required for the exciter when feeding four dynamos), will be about 95 per cent. The dynamos will operate regularly in parallel, feeding into common bus bars, and when so operated on any load, each dynamo will carry its own proportion of the total load, assuming that the turbines are adjusted for equal outputs at the same speed. The six exciters will be direct current, multipolar belt-driven dynamos, and each dynamo will be of a capacity to excite simultaneously the fields of the four alternators when they are running at 10 per cent. under the specified speed.

THE TRADE AND NAVIGATION RETURNS.

IT is seven months since the fiscal year 1895-96 closed, and yet the country is without the Trade and Navigation Returns for that period.

Seldom, if ever, have the returns been issued promptly, but this is the worst for some years at least.

Of all the blue books issued that appertaining to the foreign trade of the country is the most important. And yet, often when it comes to us the information it brings is robbed of value proportionate to the time that has elapsed between the close of the fiscal year and the time it is in the hands of the public.

The position of Canadians in this respect is humiliating. The people of Great Britain, the United States, and all countries of any importance, had in their hands detailed statements appertaining to the export and import trade of their respective countries long ago. But Canada, like a hungry boy at a feast waiting for his turn to come, is compelled to await the pleasure of sleep-charged civil servants for trade returns, while other countries have had and digested theirs months ago.

One would almost wish that the charge of "active partisanship" could be levied and proven against the Printing Bureau. If that cannot, however, incompetence evidently can.

The merchant who would win must fight; but cutting prices is hitting below the belt.

ADVANCE IN GLASS IN QUEBEC.

THE Quebec jobbers in window glass decided this week to follow the example of their brother tradesmen in Ontario and put up prices.

The result is an advance of 5 to 10c. for all first breaks of 50 feet, and 20 to 30c. for third and fourth breaks of 100 feet.

This advance applies only to the province of Quebec, for which the new scale of quotations is as follows: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet, and third, $3.30; fourth, $3.60, and fifth breaks, $3.90 per 100 feet.

THE PRICE OF SPADES AND SHOVELS.

Since the manufacturers of spades and shovels in Canada fixed prices on January 1st, the jobbing trade have found some difficulty in interpreting them.

What, however, has hitherto been obscure has now been made plain, the association having on Monday last issued a new list, and it is subject to a discount equalizing the net figures fixed by the association at the original meeting.

The discount to the retailer is now 45 per cent.

THE FREIGHT RATES ON GLASS.

THE spring rates issued by the railways on glass are still the subject of much discontent among importers. And it is not surprising they should be.

A year ago the rate from the shipping point in Europe to the laid-down point in Ontario was 27s. 6d. per ton, for carload lots or less.

This year, the railways have fixed the rates at much higher figures than those which then obtained.

For instance, at some points a short distance west of Toronto less than carload lots are quoted at 22s. 6d. from Montreal alone, while at points in Ontario north of Toronto as high as 37s. 6d. is demanded. And to these figures is to be added the ocean rate to Montreal, which is something like 12s. 6d.

In other words, where last year the rate, both ocean and rail, was 27s. 6d., this spring, at some points, the two combined will be in the neighborhood of 50s. per ton, or an increase of 85 per cent.

It is the general opinion of the trade that the railway companies are acting in a high-handed manner, and importers are warmly advocating the appointment of a railway commission.

ADVANCE IN ROPE.

Rope is quoted dearer this week. The advance is equal to ½c. per pound on sisal, and ¼c. per pound on manilla.

Sisal is now quoted on the basis of 6¾c., and manilla on the basis of 8¾c.

BOARDS OF TRADE.

WATERLOO BOARD.

The Waterloo Board of Trade has elected these new officers : President, Mr. W. H. Riddell ; vice-president, Mr. Jacob Stroh ; secretary-treasurer, Mr. A. B. McBride. A banquet will be held.

FREDERICTON BOARD.

The Fredericton Board of Trade has elected the following officers for the present year: President, Wm. Lemont ; vice-president, A H. Randolf ; secretary, James W. McCready ; treasurer, C. F. Chestnut.

TORONTO BOARD.

Nominations took place at the Toronto Board of Trade on Tuesday. Four of the officers were elected by acclamation, viz.: President, Edward Gurney ; first vice-president, Elias Rogers ; second vice-president, A. E. Kemp ; treasurer, D. W. Alexander.

These gentlemen were placed in nomination :

Council, fifteen members to be elected—William Christie, J. L. Spink, W. G. Gooderham, J. H. G. Hagarty, J. Carrick, J. Herbert Mason, Hugh Neilson, D. A. Rose, George Keith, E. B. Osler, W. D. Matthews, D. R. Wilkie, E. W. Cox, M. C. Ellis, Stapleton Caldecott, John Flett, J. F. Ellis and H. N. Baird.

Board of Arbitration, twelve members to be elected—Thomas Flynn, James Brandon, J. D. Laidlaw, George A. Chapman, William Cook, C. W. Baird, J. H. Sproule, Hedley Shaw, D. O. Ellis, R. S. Baird, Noel Marshall, J. E. Pearen (Brampton), C. Good, J. J. Higman and William Ross (Port Perry).

Representatives on the Harbor Commission, two to be elected—Thos. Davies, W. A. Geddes, Capt. Crangle, Wm. Galbraith, Alexander Nairn and R. W. Elliot.

Industrial Exhibition representatives, three to be elected—J. L. Coffee, Thomas H. Lee, Andrew Gunn, W. B. Hamilton and George A. Chapman.

The following gentlemen were appointed scrutineers of the vote to be taken on Tuesday, Jan. 26—Walter S. Lee, George McMurrich, C. B. Watts and H. C. Dixon.

Diligence may not keep adversity away sometimes, but it will prove the winner ultimately.

SEND FOR CYCLE CATALOGUE.

IVER JOHNSON AUTOMATIC

...AND...

IVER JOHNSON HAMMERLESS

REVOLVERS

These Firearms have for 26 years been the leaders throughout the world. We undoubtedly manufacture more fine pistols than all the other makers in the United States combined. Our goods are standard and they are money-makers. Hardwaremen, dealers and jobbers are invited to correspond. Catalogue sent upon application.....

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass., U.S.A.

THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

THE great collection of shops gathered together under one roof, conducted as a single organization, and known generically as the "department store," is in this country such a distinctly modern business and in so many ways characteristic of present-day methods, that it offers, perhaps, as good an example as could be selected to begin such a series as this. In many respects retail selling has been turned entirely topsy-turvy by the department store, and yet its influence extends beyond the retailer. Through the ability to consume great quantities of goods a new condition of affairs arises, in that a retail establishment is often able to buy larger quantities and at lower prices than the jobber who from time out of mind has been the go-between from manufacturer and retailer. Just now another step is being taken, the success of which is not yet clearly established. The great department stores are beginning to manufacture for themselves and in a large way. It is obvious that the establishments which can thus often break loose from the manufacturers and the jobbers must do a business of very great magnitude, when it is remembered that the figures all relate to transactions entirely retail.

Still the department store idea is by no means a new one, nor has it reached in this country its highest development. The great establishment in Paris, still pre-eminent of its kind, started in the smallest way in 1852, and to-day transacts a total business of $30,000,000, or more than twice that of any American retail establishment. The greatest advance has been made since it has become strictly co-operative. Not a franc's worth of its stock is held outside of the people in the store, and the leadership of the business is invested in three persons selected from the heads of departments by the vote of the employes (i.e., shareholders), through an election held every three years. The cash paid to stockholders in their annual dividends amounts to about 5 per cent. of the total sales, setting aside suitable sums for contingencies. As the capital stock is but four million dollars, an annual dividend of a million and a-half represents the great yearly profit of 40 per cent. on the capital.

With us the department stores have advanced fortunately in both the quality of the goods sold and the amount of the sales. The business of several amounts annually to from $7,500,000 to $15,000,000, and this, roughly speaking, is as much money as many a prosperous railway 1,000 miles long handles in a twelvemonth; one great store in the west carries a rent account of almost, if not quite, $400,000 a year; the mail order business of another amounts to $900,000 a year; a number of houses send to the homes of their customers more than 20,000 packages in a single day, while perhaps as many more are carried away in the hands of the shoppers. In the busiest days quite 100,000 persons have visited each of the very largest stores of New York, Philadelphia, Chicago and Brooklyn; one firm spends more than $300,000 a year for advertising; and single departments in several stores sell more than $2,000,000 worth of goods annually.

Just how the department store began and when it became an active factor in business, will probably never be accurately stated. The accepted theory of the starting of these great businesses (which now number in the United States nearly one thousand distinctly important houses), is that they sprang from the rivalry of important stores in cities which sold for the most part dry goods, or notions or similar staple commodities. Profits by competition on standard goods decreased, and the merchant, looking for new opportunities and larger fields, cast about him for means whereby he might enlarge his sales. Growth along the established lines seemed impracticable, and the more progressive stores began to reach out for other lines of trade in which the opportunities for profit seemed greater.

WESTERN

National Cycle Exhibition

Chicago, Jan. 23-30.

Of special interest to all

Hardware Merchants.

Look out for full report in the issue of the following week. Representatives of THE CANADIAN HARDWARE MERCHANT will be present. . . . .

The enlarging process went on gradually at first, for there was great opposition to it, not all inspired by the shops into whose businesses these innovations were cutting. The public viewed such a radical step with distrust. Conservative Philadelphia newspapers severely criticised a dry goods store in that city for going beyond its proper province in offering for sale a stock of umbrellas, parasols and canes, and quite a gale of criticism was stirred up over the matter, dying away in puffs of protest from the pulpits and plaintive epistles in the public prints. Meantime the stores continued to expand. Soon all of them had half a dozen distinct lines of stock and were reaching out eagerly for others offering golden opportunities. The department store was a fact, and between it and the shops whose specialties it had adopted for its own was declared the war that has been waging and increasing ever since.

With the revival of business following the Civil War, began an immense impetus to the department store. It became a giant of trade, a devouring monster, from the standpoint of the smaller establishments, from whose greed and rapacity no trade or profession was safe; until it finally arrived at its present proportions, and became a business world of itself. To-day, within those capacious stores can be bought orchestrions and tooth brushes, instruction on the bicycle and the latest patent liniments; while it is but a short trip from the photograph gallery with its "north light" to the hot-houses on the roofs. All the necessaries and most of the luxuries of life it supplies.

The modern department store, then, is a composition of many diverse stores. No one of these can be said to overshadow the others, although they are of various importance and weight in relation to the compact whole. Even the nucleus of the business has ceased to be the centre of importance in many cases, and one of the greatest stores contains a dozen departments which bring it larger profits than the ready-made clothing stock from which the others branched. To one who has had experience in conducting a single line of business, the difficulties to be encountered in a composite establishment such as this will present themselves forcibly. It is obvious that to organize and conduct an enterprise which must do well with a hundred or more stocks (and one of the new great establishments counts over 400 carried regularly) purchased from all parts of the world and under all sorts of conditions, requires a higher degree of executive skill than to carry on an establishment involving the handling of but a single class of goods. But from the very nature of the department store, these businesses are in competition among themselves in a certain very definite sense. A constant rivalry exist s between them as a result of the effort of each department to aggrandize itself, if necessary at the expense of the others. Here enters the personal equation; the strife on the part of the men who make up the body politic to push, each one, himself and his own concerns to the fore. Here too, works the law—nowhere more inexorably—of the survival of

the fittest. Each little store within the great store must perform its part of the work of the organism or be crushed to the wall.

To reconcile all these different and emulous lines of trade, to carry them on under one method and principle, to centralize and distribute the product of the work with the best results for the entire organism and for each distinct part, in short to reduce these small worlds of trade to their least common denominator, is the problem which confronts the head of the firm.

Although nearly all the great business houses are made up of a number of partners, there is commonly one man who undertakes the control of the store organism. He is the real head. Typically he is the self-made man. The formula is familiar enough : Began at the bottom, rose to be a salesman, outstripped his fellows, business ability recognized brought him to the pinnacle. This is the latter-day process where the store is already there for the aspiring youth to make his own ; but many of our present merchants built up their own stores for themselves, bringing to the task qualities of mind and spirit with which the ability to estimate the value of a piece of silk or a pair of shoes has no more to do than has a capacity for deciphering obscure inscriptions. They won their battles because they had the courage and strength to grapple with enormous difficulties, and the judgment and insight to solve complicated problems.

Upon the ability of the actual head of the firm to secure men of capacity and to organize them into a compact whole depends largely the success of the department store —as for that matter does of course the success of other large mercantile enterprises. In an important respect the department store is quite different from most business houses where the ability and judgment of the higher assistants are of so much importance. In most branches of business the necessity of a firm's developing its own men is obvious, for those who add life and energy to a house are not as a rule to be purchased from other establishments by higher salaries or special inducements. The best of them do not lightly change their allegiance, and their own firms know their value and are willing to pay the price in one way or another. In important department stores the contrary is true ; managers of departments are not generally promoted from the ranks or educated to these positions, but are drawn by offers of larger salaries or better opportunities from other establishments where they have attracted attention through their success. One reason for this is the fact that retail establishments cannot get the good timber to work upon which wholesale houses can easily secure. A boy of good family, who is ambitious, will avoid a position in a retail house ; not unnaturally, he does not relish the idea of a life behind the counter ; and as one proprietor expressed it : "We get only the lower grade of boys, for the most part uneducated, and 90 per cent. of them incapable of doing work of a high grade."

A buyer whose department is ably managed can, and always does, command the highest pay. The enthusiasm of many of the most valuable men is stimulated by allowing them, in addition to their salaries, a percentage of the profits or of the increase in sales secured on the particular line of goods which they control in the store. This of course has the added merit of keeping their interests identified with that of their employers, and in the case of some departments which are unusually successful the bonus amounts to even more than the salary, and holds the manager on the qui vive of effort and expectation. This plan has only proved successful with men of more character and ability than the average, for the reason that a narrow man will adopt a "penny-wise" policy, bad for the department and worse for the general business.

(To be continued in our next issue.)

THE SHERWIN-WILLIAMS PAINTS

WHAT THEY COMPRISE

THE SHERWIN-WILLIAMS PAINT. Made to paint buildings with.
SPECIAL FLOOR PAINT. Made to walk on.
CREOSOTE PAINT. For barns, fences, roofs, etc.

FIRST QUALITY OIL COLORS.
QUICK-DRYING COACH COLORS.
PAINTERS' COLORED PAINT. [Paste] also white.

FAMILY PAINT. In small cans only, for limited surfaces.
BUGGY PAINT. For painting and varnishing at one operation
VARNISH STAIN. For staining and varnishing at one operation.
OIL STAIN. For imitating perfectly the real wood.
ENAMEL PAINT. For furniture and decorative work.
BICYCLE ENAMEL. For reproducing original surface.
BATH ENAMEL.
WAGON AND IMPLEMENT PAINT. For farm wagons and tools.
THE SHERWIN-WILLIAMS FILLER.
THE SHERWIN-WILLIAMS WALL COLORS. A perfect wall finish

PREPARED GRAINING COLORS.
DISTEMPER (FRESCO) COLORS.

YELLOW OCHRE, VENETIAN RED, FR. CROWN GREEN.
METALLIC AND BLACK PAINT.
RED SEAL AND GREEN SEAL ZINC, CHINA GLOSS, Etc.

Made in Canada by

The Walter H. Cottingham Co., Ltd.

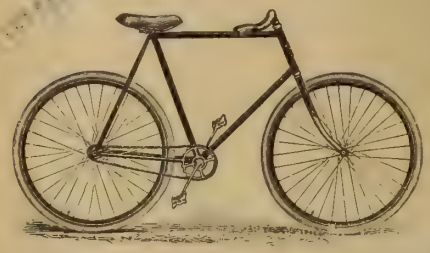
MONTREAL

NOVA SCOTIA'S NEW RAILWAY.

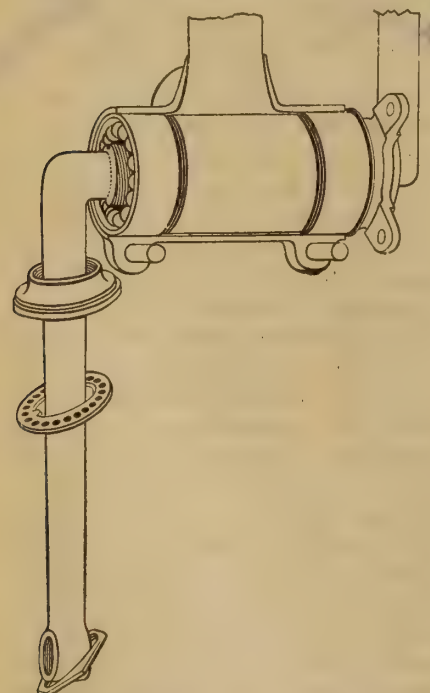
The Nova Scotia Southern Railway, now in course of construction, is to be completed November 1, next. The main line extends from New Germany (when it connects with the existing system of railways), to Shelburne, a distance of 76½ miles, with a branch from the Indian Gardens, at the foot of the Rossiquoi lakes to Liverpool, 19½ miles, making a total distance of 96 miles. The whole line is under contract for construction. Shelburne is one of the finest harbors on the Atlantic coast, and only 408 miles from New York. The home office of the company is at Shelburne, Nova Scotia, and the New York agency at 80 Broadway. The company is about to contract for 10,000 tons of 60-lb. steel rails for spring and summer delivery, which will be purchased in this country through the local office. The line will serve a population of 56,640 people, and it is said will have an immense lumber traffic from the timber lands surrounding the Rossyriol lakes, which cannot be got to market until this railway is built. A club is being organized and has purchased 75,000 acres of land in the interior, where there are moose and caribou, and where the waters are stocked with salmon and speckled trout.

THE "PHOENIX" BICYCLE.

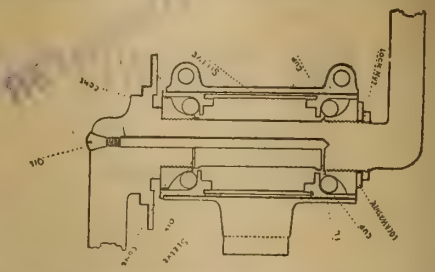
A BICYCLE which promises to be a great deal in evidence upon the Canadian market this season is the "Phœnix." Since last year many radical changes have been made in this wheel, the most important of which is in the construction of the hanger. The general lines are about the same, except that the front part of



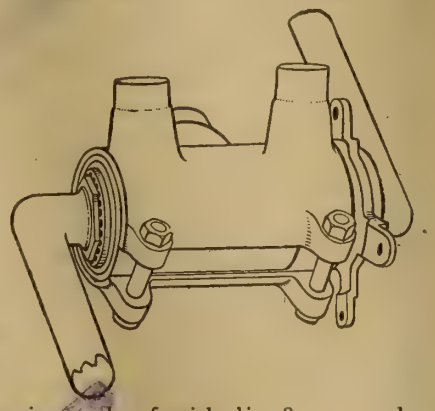
the frame has been lengthened to 22 inches. The forks are 1⅛-inch seamless tubing and the frame is of 1⅛ inch in the main portion, while the braces are of ¾-inch D tubing. The hanger is dropped 1¾ inches and the tread is 5 inches. The hanger is so constructed that the complete bearing, crank-shaft cups, cones and balls can be removed in two minutes by the use of an ordinary wrench. The shaft and cranks are in one piece, as shown in Fig. 1. The right end of the axle carries a spider at the base of the crank having four arms. A shoulder is turned up at the base of the spider,



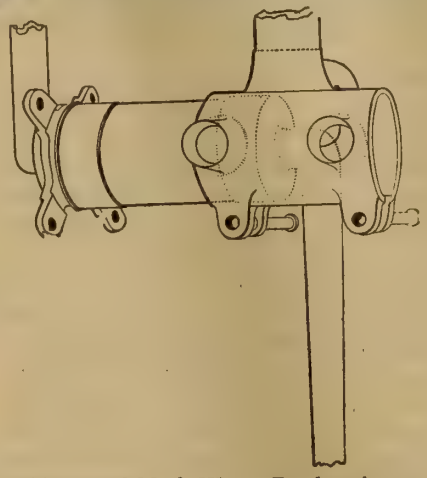
against which screws a cone. The cups screw into a sleeve from either end and when complete are the same length as the hanger. The adjusting cone screws on the left side of the axle and has a jam nut to hold them in place. Fig. 2 shows how the sleeve carries the crank bearings and shaft, while Fig. 3 shows the manner in which it is placed in the bracket, the latter being slit as shown in Fig. 4 and held in place by the bolts, as shown. The sleeve makes the bearings practically dust proof, the oiling



being done from the end of the axle carrying the spider, as shown in Fig. 1. All hubs are turned from bar steel and are slightly smaller than in 1896. Sprockets are



forgings and are furnished in 18, 19, 20 and 22-tooth for fronts and 7, 8 and 9-tooth for rears. The Fairbanks laminated rim is used on all



machines and M. & W. or Dunlop tires are given at option. The chain has centre blocks of straw color with side links of blue. The machine weighs, all on, 24 pounds.

M. & L. Samuel, Benjamin & Co. are the agents for the whole of Canada except the province of Quebec.

PORTAGE LA PRAIRIE'S MAYOR.

Edward Brown, of the firm of J. & E. Brown, general merchants, of Portage la Prairie, was on the 7th inst. elected mayor of that town over his opponent, Mr. H. S. Paterson, by a majority of 96. Portage la Prairie is to be congratulated. It is a good thing to have a business man for mayor.

IRON PRODUCTION INCREASING.

The Iron Age, in its monthly summary of the pig iron production says :

A still further increase has taken place in the production of pig iron during the month of December, and at least one large furnace has been added to the active list since the opening of the year.

The weekly capacity of all the furnaces on January 1 compared as follows with that of preceding periods :

	Furnaces in Blast.	Capacity Per Week. Gross tons.
January 1, 1897	154	159,720
December, 1, 1896	147	142,278
November 1	133	124,077
October 1	130	112,782
September 1	145	129,500
August 1,	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1,	196	189.398
April 1	200	187,451
March 1,	207	189,583
February 1	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	150,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762

In comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons :

	Coke and Anthracite		Charcoal	
	Number in blast.	Capacity per w'k.	Fur'ces in blast.	Capacity per w'k.
January, 1, 1897	135	154,264	19	5,456
December 1, 1896	128	137,096	19	5,182
November 1	112	119,094	21	5,083
October 1	105	105,520	24	6,562
September 1	124	123,271	21	6,229
August 1,	153	150,814	23	6,264
July 1	168	174,041	23	6,491
June 1,	175	176,749	19	5,471
May 1	180	184.634	16	4,760
April 1	180	182,162	20	5,289
March 1	187	184,104	20	5,471
February 1	194	192,375	21	5,085
January 1	218	202.257	23	5,224

DOGMATIC.

Some traders, says an exchange, who quarreled over a commission on an order, got into verse in the course of their controversy by correspondence. The first remonstrated in rhyme thus :

No one bull-dog yet could eat
Every other bull-dog's meat ;
If you have a good-sized bone,
Let the other dog alone.

The other firm had in their employ one who had climbed the heights of Parnassus, and he replied for his firm :

The dog is tough and not yet dead,
Though sometimes troubled with his head
He willing is to share his meat,
But wants a piece himself to eat.

Those two firms settled their differences amicably. The verses are worth studying.

H. S. HOWLAND, SONS & CO.

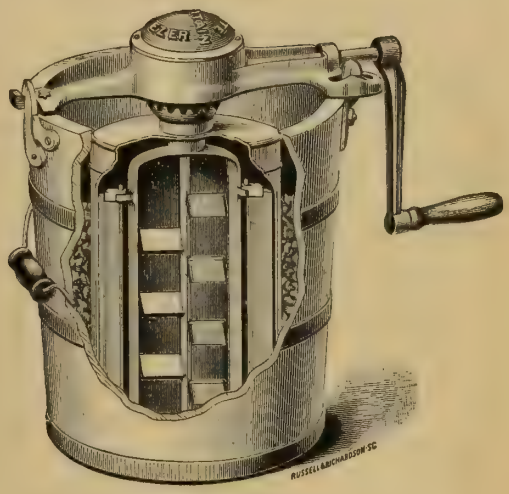
WHOLESALE HARDWARE..

37 FRONT ST. W. TORONTO.

ICE CREAM FREEZERS

POWER FREEZERS
TUBS, CANS
AND REPAIRS.

ARCTIC.
Sizes 1, 2, 3, 4, 6, 8, 10 Quarts.



WHITE MOUNTAIN.
Triple Action, Best in the World.
Sizes 1, 2, 3, 4, 6, 8, 10, 12, 15, 20, 25 Quarts

With Fly Wheel.
Sizes 15, 20 and 25 Quarts.

RETURNED
Jan 27. /97

DAISY CHURNS.
Sizes 0, 1, 2, 3, 4, 5.

..The above Freezers and Churns..
ARE THE BEST IN THE WORLD.

OUR PRICES ARE RIGHT.

SEND FOR OUR QUOTATIONS.

...GRAHAM Wire and Cut Nails are the Best...

H. S. HOWLAND, SONS & CO., TORONTO.

THE TARIFF COMMISSION.

THE Tariff Commission sat at Quebec on Monday and Tuesday in the Harbor Office. The Ministers in attendance were: Hon. Mr. Fielding (chairman), Hon. Mr. Paterson, Sir Richard Cartwright and Sir Henri Joly de Lotbiniere. A great deal of interest was manifested in the proceedings by traders and the public alike.

The first to be heard in public was Mr. Martineau, hardware merchant. He complained that the merchants in Montreal got their goods entered there cheaper than they did in Quebec. It was difficult, with the way that the tariff was at present, to fix upon a proper tariff. He said that the Quebec appraisers were often not notified until after the other ports had been given notice of a change, and he thought that all appraisers should be notified at the same time, so as not to inconvenience the dealers. He thought that they should have a uniform tariff. He did not care whether it was 25 or 27½ per cent. In answer to Sir Richard Cartwright he said that he did not altogether agree with the statement made before the Commission at Montreal.

Mr. Hermann Young, hardware dealer, gave evidence as to the duty on carriage, machine bolts, etc. He suggested that there should be an ad valorem duty of 35 per cent. The present rate was 20 per cent. ad valorem and one cent per pound, which meant a duty of from 65 to 75 per cent. With regard to twine, he said that it could be used for fishing purposes, and as this article was admitted free for fishing purposes it was difficult for them when retailing it to do so for that purpose only. He would advocate that a duty be placed on this article, whether it was intended for fishing or otherwise. In answer to Mr. Fielding, as to what industry would suffer from the removal of the duty, Mr. Young said that the twine made in Canada was of an inferior quality.

Mr. Fielding: What would the fishermen say if we put a duty on twine used for fishing purposes?

Mr. Young said that they might object, but he had not seen a Canadian sample of twine that came up to that made in England and France. What he objected to was that there were some importers who brought it in free, while others had to pay a duty.

In answer to Sir Richard Cartwright as to whether the heavy duty on iron was against them, Mr. Young said that they could buy to much better advantage abroad than they could in Canada. The quality was also better, although that was not so much the cause of their importing.

Mr. Fielding: Are the prices you buy at not commonly called slaughter prices?

Mr. Young: I buy at the ordinary trade prices. It was not within his knowledge that these goods were sent into this country at slaughter prices.

Mr. Nictor Lemieux, of the firm of N. Lemieux & Fils, hardware merchants, was the next hardwareman to give evidence. He also complained that the port of Quebec was behind other ports in being notified of changes, and he thought this was a great hardship to the trade. With regaad to iron pipes, Montreal and Quebec were not charged alike, and he did not see why this should be the case. With regard to twine, he said that it must be, like other articles, classified according to its name. He thought it was unavoidable for them to have, say, 2,000 lbs. of this twine and 30 or 40 lbs. of that, it being used for measuring purposes. The twine, although allowed free for fishing purposes, had to pay a duty when used for sieves. He had given instructions in his store that this article was not to be sold for any other purpose than what it was intended for, but they could not follow a customer and see whether he used it for that purpose or not. With regard to drills, they had to pay a duty of 27½ per cent., but when fixed on a vice they had to pay 35 per cent., as it was looked upon as a tool. With regard to bolts, he could buy them cheaper in Canada than abroad. They bought from Canadian manufacturers, who kept themselves posted on the American rates, and they got the benefit of that. Mr. Young might not be classified as a jobber. Those concerns that were classified as such got a rebate, and they could buy cheaper in Canada than in the States. They did not know who were looked upon as jobbers, as the manufacturers kept that a secret.

In answer to Mr. Paterson, Mr. Lemieux said that when they had to pay too much to the Customs when a new order was issued they always got it back.

Mr. Miggs, of the Mechanics' Supply Co., said he wished to call their attention to wrought iron pipe threaded and coupled, two inch and under, which at present was ½c. per lb. and 30 per cent. ad valorem, and that was equal to an ad valorem duty of 60 per cent. This, he thought, was altogether excessive. The duty on lead pipe was 4-10th of a cent per lb. and 25 per cent., which equalled an ad valorem duty of 50 per cent. He thought that a duty of 30 per cent. on either of these articles was quite sufficient. These two articles were largely imported from Great Britain, and he thought it discriminated against the manufacturers of that country. Mr. Miggs said that notwithstanding the 60 per cent. protection that the manufacturers had, some of them closed down. It meant that the consumer had to pay about 80 per cent. more for this article on account of the high rate of duty, as they charged a percentage on the amount of duty they had to pay, so that the more hands it passed through the heavier it was to the consumer.

STEEL PLOUGHS, HARROWS, STOVES, ETC.

Mr. Belanger, of St. Thomas, Montmagny, said his firm manufactured steel ploughs, harrows, etc. He was not in favor of a reduction of the duty on these articles because protection was a great help to them. If it were not for that the manufacturers in the United States would come into this country and undersell them by 15 or 20 per cent. In the States they charged a much higher rate. If the duty, he said, was taken off these articles it should also be taken off the raw material. As a dealer in stoves he did not think that they should be on the free list.

THE COAL TRADE.

The next deputation to come before the Commission was that of the coal trade. There was considerable diversity of opinion expressed by the different representatives. Mr. Joseph Archer, jr., was the first to give his opinion. He said that the duty of 67 per cent. on bituminous ought to be removed, because the Maritime Provinces produced no coal suitable for smiths' work. He also thought it important that their commerce with Great Britain should be encouraged by enabling vessels to carry freight both ways. At pesent they were compelled to come to Quebec and Montreal empty and pay 2s. 6d. a ton for ballast. This compelled them to charge a higher rate for the return trip, in order to cover expenses. This acted greatly against the St. Lawrence route, as it was the means of compelling vessels to go to United States ports, greatly to the detriment of Canada. The removal of the duty would not injure the coal mines in the Maritime Provinces, and would increase their shipping.

Mr. Lorne Webster, representing the Dominion Coal Co., of Sydney, said he was

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

WE CAN SUPPLY ANY SIZES

Window Glass

From stock, and for import. Send specifications.

SANDERSON PEARCY & CO. 61, 63 & 65 Adelaide St. West Toronto

against taking the duty off coal. Cape Breton coal was now sold as low as $3 a ton, and was often preferred to Scotch coal.

Mr. Gunn, agent for a Scotch firm, contended that the British coal was a much better article than the Nova Scotia coal, and that if the duty was taken off it would be an inducement for more British ships to come to Canada. If the duty was taken off he could supply all that was wanted for $2.50 a ton. Shippers on the other side made nothing out of the coal cargoes, but carried that to save ballast. The trouble was that Cape Breton coal was under a combine.

Mr. Fielding said he knew of half a dozen different companies, but Mr. Gunn said there were only two companies that produced coal for which there was any demand.

Mr. Carbray, M.P.P., was not in favor of the duty being removed. He said that Scotch coal could not be supplied here for $2.50 a ton with the duty off. If the duty was taken off it would close up the Nova Scotia mines, while freights would go up and the price would be higher than ever to the consumer.

Ald. Madden contended that to take the duty off would in no way affect the Nova Scotia yield.

THE OIL DUTY.

Mr. A. E. Vallerand, oil manufacturer, said that instead of having a reduction in the duty on American crude oil, he favored the following rates of duty: 3½c. per imp. gallon on American crude oil for all purposes, with no restrictions whatever, and the packages to be free; 7c. per imp. gallon on American refined oil, compounded oils, as well as on its products, covering the whole tariff. This would protect Canadian crude oil and they would be sufficiently protected. Canadian oil refiners would then become refiners and compounders of American oil as well. This would help the laboring classes. The consumer could buy better oil much cheaper, and the Government would derive more benefit without encroaching on the interests of any one, as the production was insufficient for the Dominion's wants. The changes made by the late Government in 1893-94 were made at the suggestion of the Standard Oil Co., which is represented all over the Dominion. This did not increase the value of the oil in the country, as American oil was being sold at from 19 to 22c. per imperial gallon, while Canadian refined was sold at from 14 to 15c. per imperial gallon, wholesale.

FISH OILS, ETC.

Mr. F. H. Andrews represented a number of merchants interested in the products of the fisheries of the River St. Lawrence. He stated that the products from the gulf and river were reduced to an unprecedentedly low price through competition with mineral oils, which were used as substitutes, and they recommended that no reduction be made in the present duty on petroleum oils, or any oils containing any part of petroleum. The admission from foreign countries of any oils containing any part of petroleum at anything less than the existing tariff would mean serious losses. Another matter was the question of the free admission of the fishery products of Newfoundland into the Dominion, which became law by an order-in-Council, bearing date 27th of May, 1892. The practical working of this law was most injurious to the interests of the Canadian fishermen. The products of the Newfoundland fisheries should be subject to the same duties as those levied on similar products entering the Dominion from other countries.

THE DUTY ON CEMENT, FIRE BRICKS, ETC.

Mr. L. Webster, dealer in cement, fire bricks and drain pipes, said that the duties at present on these articles were excessive. Sufficient protection was given by the freight, which alone was 98 per cent., without an additional 35 per cent. duty. There were only two factories in Canada, and he did not think it proper that the whole Dominion should be taxed for the benefit of these two firms. The present duty of 40c. a barrel on cement was too high, because no native cement was used in Quebec, ex-

BLUE ROCKS BLUE ROCKS BLUE ROCKS

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

cept for inferior purposes. Fire bricks were not made in Canada, and they should be free, as the freight alone was a sufficient protection.

THE DUTY ON CORDAGE.

Mr. R. Hudson, dealer in cotton duck, etc., asked that the duty be taken off these articles, as he did not see how one company should be kept at the expense of the many. The Consumers' Cordage Co. had a monopoly of the cordage business, and he thought that the duty should be reduced, so that others not in the combine could compete successfully with them.

The last to appear before the Commission was Mr. Frankenburg, manager of the Globe Rubber Co., and his evidence was heard in private.

Hon. Mr. Fielding thanked the members of the various industries for the information they had given, and the Tariff Commission concluded its sitting as far as Quebec was concerned.

WILL DINE MR. GEO. H. TAYLOR.

THE business which the Gurney Foundry Co., Ltd., has been for some time working up in Great Britain has assumed such proportions that it has been decided to send over a permanent manager from their head office to superintend it.

The gentleman whom they have selected is Mr. George H. Taylor, hitherto one of the members of the firm's traveling staff.

Before taking his departure for Great Britain, Mr. Taylor's fellow travelers, and friends generally, have decided to tender him a dinner and testimonial. This pleasing event will take place at Webb's Cafe on Friday next, the 29th inst., and the chair will be occupied by Mr. E. Gurney.

The Committee of Management are: A. L. E. Davies, Geo. McQuillan, J. McKay, G. Hector Clemes, and W. J. Crawford, hon. sec.

A NOVEL CYCLE EXHIBIT.

The odd and novel exhibit of the Iver Johnson's Arms & Cycle Works at the Chicago Cycle Show attracted a great deal of attention, not only because of the oddness of the exhibit, but because of the beauty of workmanship and finish which was displayed in the "Iver Johnson" and "Fitchburg" cycles, the numerous finished and unfinished forgings, tubing and other materials, the examples of brazed work, jointing and tempering, and the many new and excellent improvements which have been added for 1897.

As an example of the oddity of the exhibit, a magnificently decorated "Iver Johnson" cycle, lavishly ornamented with gold filigree, with immense diamonds in the handlebar, and a ruby, big enough for a headlight, in the name-plate, was shown, with a humorous placard attached poking fun at the so-called "Tiffanyized" bicycle.

The scheme of the booth decorations is blue and white, the delft idea being carried out even to the carpet, signs, cycle stands and furniture.

EXTENDING THEIR BUSINESS.

THE business in heavy hardware that has been carried on so successfully for many years by Crathern & Caverhill, has been taken over by Caverhill, Learmont & Co., who have heretofore devoted their attention solely to shelf hardware. In future all lines of heavy hardware of domestic manufacture will be handled by the last-named firm instead of Crathern & Caverhill. It is likely that the latter will sell four or five lines of heavy imported goods in future, such as tin, Canada plates and similar goods. The trade will be notified of the full details hereafter. With regard to the recent fire they have issued the following circular:

We beg to notify our customers and the hardware trade of Canada that the fire on January 14th inst., at Crathern & Caverhill's Colborne street heavy goods warehouses, will not interfere with our business. Some of our friends were under the impression that it was our shelf goods warehouse, on St. Peter street, which had been destroyed—this error we wish to correct. (The Colborne street warehouse, where the fire occurred, is nearly a mile distant from our St. Peter street stores.) We take this opportunity of informing the hardware trade that our stock of shelf hardware is large, well assorted and complete, and that in addition to shelf hardware, we are now prepared to fill orders for the lines of heavy hardware and metals which we have enumerated below: Nails—cut, wire, clinch, finishing, patent-pressed, etc. Horse nails — horseshoes, spades, shovels. Iron—bar, hoop and band. Rope, wire, building paper, sleigh shoe, spring, tire, cast steel, etc. Of the addition of other lines to this list, we will advise you later. Your orders for shelf and heavy hardware by letter, or through our travelers, shall have careful and prompt attention.

THE BOTHWELL OIL FIELDS.

The latest reports from the Bothwell oil fields are very encouraging. P. D. McKellar returned yesterday and says that things are booming down there in spite of reports to the contrary. Kippen & Gurd, of Tilbury, struck a couple of promising wells on the 13th on the Johnson farm. The pumping operations were commenced yesterday afternoon. A man named Mitchell has also found a well across the river in Oxford, but has not yet begun pumping. Smith Bros, of Tilbury, have a good well on their lot, and are at present pumping eight barrels a day. This is from the first vein. When the second vein is reached, both veins will be worked at the same time. The contract has been let for the sinking of twenty-five wells on lot 17, north, Longwoods road, leased by John Dillon, representing the Grand Rapids Oil Co. To show the amount of oil in the district, 3,588 barrels were shipped over the G. T. R. during December.—Banner, Chatham.

BRITISH FOREIGN TRADE.

THE annual returns of British trade for the year 1896 are presented below. They show a liberal increase in both imports and exports over the year 1895. For the whole year the imports reach the large figure of £441,807,000, as compared with £416,690,000 in 1895, the increase of £25,117,000 being equal to just 6 per cent. The exports of British products were valued at £239,922,000, the total for 1895 having been £225,890,000, and there was thus an increase of £14,032,000 or 6.2 per cent. The summary of imports and exports is as follows:

TOTAL IMPORTS.

	Twelve Months 1896.	Compared with 1895. Increase.
Animals, living	£10,438,699	£1,472,447
Food and drink — duty free	146,301,708	6,058,829
Food and drink--dutiable	25,693,706	635,006
Tobacco	4,370,670	1,016,754
Metals	20,464,786	1,808,744
Chemicals, dyestuffs and tanning substances	6,784,845	226,032
Oils	8,446,709	334,859
Raw materials for textile manufactures	74,766,039	3,996,355
Raw materials for sundry industries	47,240,940	3,216,343
Manufactured articles	81,250,453	5,649,260
Miscellaneous articles	15,036,432	668,891
Parcel post	1,012,348	34,157
Total value	£441,807,335	£25,117,677
	Equals 6.0 per cent.	

TOTAL EXPORTS.

	Twelve Months. 1896.	Compared with 1895. Increase.
Animals, living	£940,645	£147,348
Articles of food and drink	11,355,141	292,661
Raw materials	17,692,507	*606,046
Yarns and textile fabrics	105,353,592	3,976,277
Metals and articles manufactured therefrom (except machinery)	33,572,894	4,686,345
Machinery and mill work	17,036,899	1,886,377
Apparel and articles of personal use	10,473,345	1,166,215
Chemicals and chemical and medicinal preparations	8,243,601	*45,230
All other articles	33,583,916	2,196,508
Parcel post	1,669,669	331,738
Total home products	£239,922,209	£14,032,193
	Equals 6.2 per cent.	
Add reshipments of merchandise imports	56,466,465	*3,475,926
	Equals 5.8 per cent.	
Total exports	£296,388,674	£10,556,267
	Equals 3.7 per cent.	

* Decrease.

The sponge is an animal a little lower in order than a jelly-fish. It is "caught" alive, and cut open is much like a piece of raw beef. The part used for toilet purposes is only the skeleton, and this has to be bathed in Condy's fluid and acids, which bleach it; it then passes through wringers, is dried on shelves of wire by hot air, and is then ready for sale.

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads, Plumbago and Crucibles.

...We are Headquarters for...

Genuine SMITH AND WESSON Revolvers

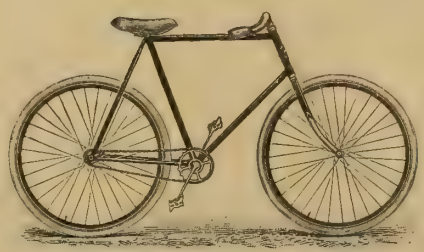
AND CARRY A FULL LINE OF THEIR ARMS.

IVORY, PEARL AND RUBBER STOCKS IN AUTOMATIC AND HAND EJECTOR.

CAVERHILL, LEARMONT & CO., MONTREAL.

Phoenix Bicycles

Phoenix Bicycles



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SEND FOR CATALOGUE AND PRICES.

AGENTS WANTED.

M. & L. Samuel, Benjamin & Co.

REPRESENTATIVES,

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 FRONT ST. W. TORONTO.

CANADA'S TRADE WITH NORWAY.

THE following, under date of December 18, 1896, are extracts from a report by Mr. C. E. Sontum, Canadian commercial agent at Christiania, Norway :

"In one of my previous reports I mentioned that a method had been invented and patented by which peat could be made into coal for general purposes, and that a company had been organized for this purpose. Since then the company has got so far as to be able to offer their product to the public. Besides for heating purposes the new coal has been tried for firing up steam boilers, and it is with very good results, although leaving a little more slag than good common coal ; however, this is of so little importance compared with the cheapness of the peat coal, that it will not have any effect on its future use for this purpose.

"It has also been tried by different gas works for manufacturing gas out of and proves to be very well adapted for this purpose, giving out even more gas to the ton than ordinary coal. The patent for making the peat coal is now offered for sale in a number of European countries, and, according to what I hear, large sums are being bid for the privileges. A Canadian mining and real estate firm, who had read my first report concerning the peat coal has written to me for information. I have caused a few sacks of the coal to be sent over to this firm in order that they may try it.

"For Canadian wood pulp manufacturers it may be of interest to learn that a Mr. Anderson, who is manager of the pulp factory in Tistedalen, not a great distance from Christiania, has invented a machine for cleaning off the bark of the wood by washing it off instead of planing it off as heretofore used. This is a great improvement, as in planing the bark off a good deal of wood goes with it. This invention is also patented in several countries and the patents already profitably sold. Where the machine is tried it is said to give very good results.

"For the information of Canadian shoe manufacturers, I will mention that American shoes are getting very popular here lately.

"It had previously been tried to introduce foot wear made in the United States, but without good results, as the shapes differ from what is commonly used here. It now looks as if people have changed their opinions, and the perfect-fitting American shoes find ready buyers. A short time ago a store was opened, where nothing but American shoes are sold, and this shows that the trade is beginning to get confidence in the future of these goods. I shall gladly answer enquiries from Canadian manufacturers in this line, who might wish to get into connection with reliable firms in the Scandinavian countries.

"I am pleased to state that trade during the last quarter has been very lively, and also that there is a marked improvement in the imports from Canada. Of rolled oats alone I have received since my last report eight carloads. I think this promises very well for the future of Canadian cereals on this market when it is taken into consideration that only a couple of years ago I had great difficulty in placing a single car load in the same time. From the same firm I have just received sample barrels of their Molina rolled wheat, flake barley, pot barley, Graham flour and 'Gold Dust' cornmeal, all of which are nice-looking goods, and I am going to see if these articles can be sold here, which I do not doubt as far as some of them are concerned, but it may take some time to get them introduced, as outside of pot barley and cornmeal they have not previously been offered here.

"Beside the company which we represent, there are now two or three other Canadian oatmeal mills represented here, and it is not small quantities of this article that arrive from Canada.

"I have had another shipment of cornflour in 1-lb. and ½-lb. packages. I have already had a couple of small shipments, which have given satisfaction, and I am in hopes that I will get their goods permanently introduced. Large quantities of this article are being imported from the United States.

"About three weeks ago I had the pleasure of cabling an order to an Ontario firm for 400 50-lb boxes of choice evaporated apples, which I have bought outright, and as I have these apples all placed on arrival, I think repeat orders will follow. Much will depend on how these 400 boxes will turn out and if the goods are nicely put up. From the same firm I received a short time ago a carload of fresh Baldwin apples ; but these were not at all satisfactory, being spotted to a great extent and not well enough assorted for this trade. The duty on fresh apples here is kr. 6.00 per bbl., or $1, which in itself is quite an item, and as the duty is the same whether the apples are poor or good, it will be understood that poor apples come unproportionally high. It is, therefore, out of the question to import anything but first-class fruit here, and this the Canadian importers should bear in mind. When people buy imported apples they expect to get good ones, and if they are satisfied with a lower grade apple, there are plenty of these to get of home production.

"I have just received a sample shipment of office desks and chairs and also school seats from an Ontario factory. Those to whom I have shown these desks are favorably impressed with the fine work and select materials employed in the manufacture, and there is no question that Canada can compete in this line as far as quality and workmanship is concerned. Another question is how prices will compare with those of the United States manufacturers. I am afraid the Canadian goods come somewhat higher, according to the quotations I now have.

"Since my last report I have received several orders for Canadian-made 'hot water' and 'steam' radiators. From the tests which have been made with the radiators already received very good results are obtained, and I think business in this line will increase. At present we have three orders floating and are promised a $1,000 order in a few days.

"I have been corresponding with several Canadian flour mills lately and from two of them I am now in receipt of reply that they will be in a position to offer wheat flour after Jan. 1st, 1897.

"A great deal of butter is being imported from the United States. Should there be any Canadian exporters who would like to test this market I shall be glad to be of assistance to them in getting into the right connections. Only natural butter can be imported here to advantage.

"Some time ago I received a letter from the Norwegian Department of the Interior with enquiry about what knowledge I possibly might have in regard to commercial museums, and what I might have seen of the same during my travels in Canada and the United States as Commercial Commissioner for the Norwegian Government in 1893 and 1894. Under separate cover I have the honor of forwarding a copy of one of our leading newspapers, which contains an account of my answer to the Government. You will notice that in the latter part of same I mention the constantly increasing exports from Canada."

STARRETT'S

FINE TOOLS
98 Page Catalogue Free.
THE L. S. STARRETT CO. Box 5
ATHOL, MASS., U.S.A.

S. S. POWDER WINS AGAIN

THE HAMILTON TOURNAMENT

Mr. Dan Blea, Toronto, in competition with the best shots in Canada makes the highest score when he uses

He is not so successful when his supply runs out and he has to use another brand of Powder. Read what the crack shot himself says. He writes to The R. A. McCready Co. Ltd., Toronto, Western Agents Smokeless Powder Co. :—

> GENTLEMEN,—It affords me great pleasure to state that ever since I first handled a gun some years ago, that during all my experience, never have I used or shot such a wonderful powder as the S.S. which you kindly supplied me with during the recent Hamilton Shoot, held on the 12th, 13th, and 14th of the present month. I killed my birds quickly and cleaner than ever before, and the recoil was entirely absent; besides, the strain on the gun appeared less than if Black Powder was used. I have shot all other known brands of Smokeless Powder, but have never yet seen the equal of S.S., and in future will, on all occasions, use nothing else. I thank you heartily, gentlemen, for the shells, and also that you brought such a good product before my notice.
>
> Yours respectfully,
>
> DAN BLEA.

DEALERS, obtain a pound or two of this wonderful Powder—there's good profit in it, and it will bring you trade. The Agency is a good thing —apply at once.

The Smokeless Powder Co. Ltd.

LONDON, ENGLAND

LEWIS BROS. & CO.
30 St Sulpice St.
Wholesale Agents Eastern Canada
MONTREAL

THE R. A. McCREADY CO. LTD.
TORONTO
Wholesale Agents Western Canada

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan 22, 1897.

HARDWARE.

THERE is no change in the ruling conditions of the general hardware market. Business continues of limited volume and the recent reduction in staple lines has not induced any improvement as yet. The wire makers meet again at the end of this week and the horse nail men have already disposed of their business, the only really important change being the withdrawal of all cull nails from the market. Former discounts were confirmed.

FENCE WIRE—Business continues dull. The makers' meeting takes place at the end of this week. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f. o. b. Montreal.

PLAIN WIRE—Demand almost nil, with discounts unaltered as yet at 20 per cent. f.o.b. Montreal.

BARBED WIRE—Without improvement, and very little business doing. We quote: $2.90 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. No guarantee against reduction in prices.

WIRE NAILS—There has been little activity in these despite the reduction in prices. Discounts in this province are: 80 and 2½ off f. o. b. Montreal, and 80 off in Ontario, with the delivery clauses as before, viz., freight prepaid where rate does not exceed 25c. per 100 lbs.

CUT NAILS—Only a few small orders are noted, the base price being $2.30 f. o. b. Montreal.

HORSE NAILS—The only result of the makers' meeting was the withdrawal of cull nails from the market. The old discount of 50 per cent. was confirmed, being f.o.b. Montreal.

HORSESHOES—Demand rules quiet and prices unchanged. We quote f. o. b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS—Continue as before. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Brass rods have advanced 5 to 10c. per ton in the States, but there is no change in this market. Discounts are 10 to 12½ per cent.

CARRIAGE BOLTS—Very little activity is noted, and discounts are 60 per cent.

TIRE BOLTS—Discounts 65 and 10 per cent., with a very light demand reported.

IRON RIVETS—No activity. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS AND TINNED RIVETS—Remain quiet, with discounts 50 and 10 on copper, and 65 and 5 on tinned rivets.

ROPE—Business is not brisk but values on sisal are firm. We quote: Sisal, 6¾ to 7c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

SPORTING GOODS—A few small lots of cartridges and shot are asked for.

CUTLERY—Business continues quiet as noted last week.

SHOVELS—There is little enquiry for these, the advance having rather checked than stimulated demand. The base price is $6.75.

AXES—Remains as last quoted at $5 to $9, with only a small demand.

BUILDING PAPER—Little or no business is passing. We quote: Plain building, 30c.; tarred lining, 40c.; do. roofing, $1.40.

SKATES—Sorting orders for hockey skates continue of fair size.

LEATHER BELTING—There is a quiet demand for belting. Discounts range from 40 per cent. to 45 and 10 to 55 per cent.

CEMENT—Very little doing, with prices nominal at $2.05 to $2.15 for English, and $1.90 to $2 for Belgian.

FIREBRICKS—Steady and unchanged at $17.50 to $22.50.

METALS

Business still continues slack in heavy iron and metals and values generally show no quotable change except in tin and Canada plate, which are held higher, while copper and tin are rather stiffer in their tendency.

PIG IRON—Very little business has been done in pig iron and prices are nominally unchanged. We quote as follows: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—There has been little change in bar-iron, except a disposition on the part of makers to induce business. In a jobbing way prices are not quotably changed from $1.50 to $1.55, but car lots have, it is claimed, been shaded 5c. during the week.

BAND IRON—Nothing doing, with the basis steady at $1.75.

HOOP IRON—Without feature, at $2.25.

Milk Can Trimmings

THAT LAST LONGEST

For durability there is no equal to the 3-piece bottom

No portions of the material are broken in bending.
The bottom cannot spring or break away from body.
Being firmer, they take only half the solder used on others.
All hoops are shouldered and carefully fitted.
All parts have bright tin edges that are easily soldered.

FULL STOCK OF TINNED SHEETS FOR MILK CANS AND CHEESE VATS ALWAYS ON HAND. . . .

The McCLARY MFG. CO., - London, Toronto, Montreal, Winnipeg, Vancouver.

The Dominion Wire Rope Co.

299 St. James St., and 10 Victoria Sq. (LIMITED)

Manufacturers of MONTREAL

For.....

Hoisting
Mining
Elevators
Guys, etc.

Clothes Lines
and
Semaphore
.....Wires

(Send for 1896 Catalogue—P. O. Box 2274.)

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

SHEET STEEL—Nominally unchanged at $2.60 to $2.70 and business almost nil.

SHEET IRON—There is no change in sheet iron, which is quotable at $2.50.

GALVANIZED IRON — There are only a few lots of this asked for. We quote values steady at $4.75 to $5.

TINNED IRON—Without change.

LEAD PIPE — Very little doing, prices ranging from 7 to 7½c., with 30 and 5 off.

PIG LEAD—A few small lots are asked for at $3.25 to $3.35.

INGOT TIN—A firmer feeling is noted outside, but spot prices are unchanged under a quiet trade at 15 to 16c.

INGOT COPPER—Outside markets report a firmer tendency, but there is no change in local prices, which range from 12 to 13c. as to quantity.

SHEET COPPER — Continues dull, but steady, at 17c.

IRON PIPE — Only a few small orders are reported. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE — There is a much firmer feeling in Canada plate, as stocks have been greatly reduced by the recent fire. Some holders are asking more, but $2.55 to $2.65 is still a fair range, though the inside figure is only possible in the case of a round lot.

TIN PLATE — Demand is dull, but there has been some business between jobbers, and holders owing to reduced stocks are asking more money. We quote: Coke, I.C., $3.10 to $3.35; coke wasters, $2.80 to $2.90; charcoal, I.C., Alloway, $3.35; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do, I.X,, $4.50.

TERNE PLATE—Firmly held but dull, at $5.85 to $6.25.

BOILER PLATE—Rather firmer, as there have been sales at $1.90 to $2.

COIL CHAIN —Quiet and unchanged.

SOLDER — The same as last reported, at 11c.

SHEET ZINC—Very little business passing and prices steady at $5 to $5.25.

SPELTER — Steady and unchanged at $4.50 to $4.75.

ANTIMONY—Quiet, at 10c.

SCRAP IRON—In last week's report our quotation should have been $15 not $17, and this week sales of No. 1 wrought were made at $13 to $14 the gross ton, while cast changed hands at 10 to 12c.

GLASS.

The jobbers in this province decided this week to advance prices and follow the example of their confreres in the west. Ac-

W. G. HARRIS

Wholesale Buyer
. . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference:
Imperial Bank; Toronto.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

We've . . . Sold

Hundreds, yes thousands, of gallons of Perfecto Varnish since we began making it here a little over a year ago. Every gallon has given satisfaction. We know one large manufacturing firm who are using large quantities of it, who say they are getting better satisfaction with it than any other Varnish they ever used.

We sell it for retailing in tins of 1 gal., ½ gal., ¼ gal., ⅛ gal., and 1-16 gal.

It's the kind that suits—Let's have your order.

The Cottingham Varnish Co. Ltd.

MONTREAL

cordingly we quote: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

There is little change in this line, business having hardly opened out yet. The travelers have been out now a few days and report orders for forward delivery fair, but for immediate wants nil.

WHITE LEAD—Without change. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—There is no activity. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Continue quiet and unchanged.

LINSEED OIL—Without activity. Prices are 45 to 46c. on raw and 48 to 49c on boiled; 5 and 10 barrel lots 1c. less.

TURPENTINE—A few small lots have been put through this week at 43c.

SEAL OIL—Remains dull at 52½c.

CASTOR OIL—Quiet at the decline, 9 to 9½c.

COD LIVER OIL—Single barrel lots of Norwegian have sold at $54 per bbl.

PUTTY—Continues quiet at $1.85 in bulk.

NAVAL STORES—Without feature except that cotton waste is a little steadier. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There has been no change in the chemical market. We quote: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50.

HIDES.

Beef hides are unchanged at 7, 6 and 5c., but lambskins are firmer at 90c. and calfskins at 7c. for No. 1, and 5c. for No. 2.

PETROLEUM.

This market continues as it was last noted. We quote as follows: Canadian refined, in car lots, 15½c.; smaller quantities, 16½c.; American pure white, in car lots, 18c.; water white, 20c., and Astral, 22c., less 2 per cent. In small lots pure white is quoted at 19c.; water white at 20½c. and Astral at 22½c.

ASHES.

The ashes market is steady; $3.35 to $3.40 for firsts, $3.05 for seconds, and pearls, $4.50.

COAL.

Fairly active and steady. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4 per ton of 2,000 lbs.

MONTREAL NOTES.

Sales of boiler plate were made here this week at an advance of 5 to 10c.

Glass has been advanced in this province from 5 to 30c., according to quantity.

All cull horse nails have been withdrawn from the market for the future.

Round lots of wrought scrap iron were offered here this week at a reduction of $1 for the gross ton.

Advices to manufacturers here state that brass rods will cost 5 to 10c. per ton advance for future shipments.

J. C. Seybold and C. J. Chisholm have been appointed arbitrators in regard to the recent fire in Crathern & Caverhill's big warehouse.

Though there is no quotable change in the jobbing price of bar iron, sales of 10-ton and car lots have been made during the week at $1.45 f.o.b. Montreal.

The Cleveland Target Co., Cleveland, Ohio, have appointed Lewis, Bros. & Co. sole agents for their well-known "Blue Rock Pigeons." Every sportsman knows the merits of these goods.

Wm. McNally, of Wm. McNally & Co., drain pipe and cement importers, sailed for England last week, ex ss. Majestic from New York. He goes over to make arrangements for next season's purchases.

ONTARIO MARKETS.

TORONTO, Jan. 22, 1897.

HARDWARE.

SOME of the houses have been in receipt of several opening orders, and the filling of these has kept them fairly well employed, but taking it all through business is quiet. Not many changes are reported in regard to prices. The horsenail makers at their meeting in Montreal decided to make no change in their figures, but a motion to put no more cull nails upon the market was concurred in. Rope has been reduced ¼ to ½c. per lb. according to description. Another attempt has been made to satisfactorily arrange the figures on spades and shovels, and so this week a new list has been issued, giving the discount at 45 per cent. Payments are, on the whole, fairly satisfactory.

BARB WIRE, ETC.—Quiet and unchanged. We quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged Carload lots of 10 tons in one shipment to one customer, 5c. per keg less than above figures. No guarantee against change in either price or tariff. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—Business yet fails to show any improvement. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC. — Business is still light. We quote: Tinners', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS—Orders are coming in a little better, but still there is much room for improvement. Discounts, 80 per cent. Ontario with 10-keg lots, delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f. o. b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—No change in the situation. Base price, $2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS — The manufacturers met in Montreal a few days ago, but beyond deciding to place no more cull nails on the market, no changes were made. Discount, 50 per cent.

HORSESHOES—The slight improvement noted last week appears to have been maintained. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—Business is still of moderate proportions only. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

Brass and Copper Wire—Quiet and unchanged. Discounts, 10 to 12½ per cent.

Carriage and Tire Bolts--An improved demand is being experienced for tire bolts. Discounts: Carriage bolts, 60 per cent.; tire bolts. 60 and 10 per cent.

Carriage Bolts—Trade is a little better, with discounts as before. Discount, 60 per cent.

Rivets and Burrs—Business continues fair. We quote as follows: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

Brass Butts—Quiet and unchanged at 17½ per cent.

Rope—Prices have been advanced ½c. per lb. on sisal and ¼c. per lb. on manilla. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

Sporting Goods—Business in this line is still without improvement.

Cutlery—On account of opening orders which are being received there has been a little more doing in cutlery, but in general trade in this line is confined to small sorting-up orders.

Churns— Orders are still being booked for forward delivery. Discount is 65 per cent. from factory and 63 per cent. from stock; terms are 4 months with 5 per cent. off for cash in 30 days.

Clothes Wringers—Still quiet. We quote: "Royal Canadian," with brass corners, at $29.50 and the "Lightning" at $30 per dozen, usual terms.

Spades and Shovels — With a view to simplifying matters another list has been issued by the Canadian manufacturers this week. The discounts are now fixed at 45 per cent., equalizing the net figures issued a few weeks ago. Orders are being freely booked.

Snow Shovels—The demand, if anything, is a little better than it was a week ago. We quote $2.50 to $2.75.

Axes—Business is limited. We quote $5.25 to $9.

Building Paper—Business is still without much interest. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

Leather Belting—Quiet. We quote: Standard, 45, 10, 10 and 10 per cent; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

TRADE "COALITE" MARK

REGISTERED.

The new Anti-Corrosive Preservative for Metal. Resists acids and gases. Supplied in packages of from one to forty gallons, mixed ready for use. Try a sample gallon.

Metallic Roofing Co., Ltd. Cor. King and Dufferin Sts. Toronto

Cement — Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

METALS.

Business is limited indeed, particularly in the heavier metals. About the only changes to be noticed are advances in ingot tin and solder.

Pig Iron—There is nothing doing in this line as far as we can learn. Domestic is nominally unchanged at $16.50 for No. 2.

Bar Iron—Orders for bar iron are small, but a good many orders are being received for sleigh-shoe steel. Base price, $1.50 to $1.55 f.o.b. factory, and $1.60 to $1.65 from stock for ordinary quantities.

Hoop and Band Iron—Trade continues quiet and prices unchanged at $2.25.

Sheet Steel—The condition of trade is much about the same as a week ago.. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

Black Iron—Trade is dull. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

Galvanized Iron—A fair number of import orders are being booked. We quote Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

Tinned Iron—No improvement. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

Lead Pipe and Traps—Very little doing. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

Soil Pipe—Quiet. Discount, 60 and 5 per cent.

Pig Lead—Business is still light. We quote: 3¼c. for ton lots and 3½c. for small lots.

Ingot Copper—Not much doing. We quote 12¼ to 12½c. per lb.

Ingot Tin—Prices have advanced ½c. per lb., figures now being 16c. for quantities and 16½c. for small lots.

Sheathing Copper, etc.—A few import orders for sheathing copper are being booked. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

Iron Pipe—The demand, as before, is light. We quote as follows: ¼-inch, 60 and 2½ per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ to 50 per cent., larger sizes, 50 to 50 and 5 per cent.

Boiler Tubes—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

Range Boilers — Quiet. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates—Dull and unchanged. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

Tin Plates—The improvement in the demand noted last week has been maintained. The latter is being held at $3.50 basis for good brands. We quote: Cokes, $3.15 for 14 x 20 and $6.25 for 20 x 28; charcoal plates, $3.50 basis for good brands.

Coil Chain—Quiet and unchanged. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

Terne Plates—Dull. We quote: I C, $6; I X, $8.

Sheet Zinc—Dull. We quote: Cask lots, 5¼c.; small lots, 5½c.

Zinc Spelter—Quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

Solder—In sympathy with the advance in ingot tin, the price of solder is fractionally higher. We quote: Standard, 10½c.; strictly pure, 12c.

Antimony — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

Trade is listless with prices unchanged. We quote: Agricultural scrap, 45to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7½c per lb.; bottoms, 7½c.; new light, 7¾c; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

GLASS.

The price of window glass in the primary market for spring shipment has again receded slightly. During the last two weeks star has declined 1½ points and double diamond ½ a point. Glass in stock is without change, and the demand is fair for this time of the year. An effort is being made to bring about a uniform advance in the price of plate glass. We quote: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond than at the latter points.

PAINTS AND OILS.

In Toronto and the immediate vicinity trade is decidedly dull, but in the country stocks are light and travelers report that they are meeting with a fair amount of success. The demand for varnishes, dry colors and putty is limited indeed, and no improvement is expected till towards the end of February. Linseed oil and turpentine are dull. Liquid paints are picking up a little, and some houses report the receipt of some nice orders from Manitoba. There is nothing new in regard to paris green to report, and business is quieter than is usual at this time. Payments are fairly good.

White Lead—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3.65; dry white lead in casks, $4.50.

Red Lead—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

MOST PROFIT
Is made in the long run on goods that give to customers best SATISFACTION.
NICHOLSON FILES
ARE THE
Best Sellers
Because they have had a **Universal Reputation** for 30 years of being the **STANDARD of AMERICA,** and they are well known to be
UNIFORMLY RELIABLE.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S A
LARGEST PRODUCERS IN THE WORLD.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

Paris White—We quote 90c.

Whiting—60c per 100 lbs.

Linseed Oil — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; 10 to 20 barrels, 45½c. Boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c., 10 to 20 barrels, 48½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

Turpentine—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

Gum Shellac—30 to 35c.

Castor Oil — In cases, 8½c. per lb. and 9c. for single tins.

Litharge and Orange Mineral—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

Pumice Stone—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

Putty—In bulk, casks 800 lbs., $1.65 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $1.95; 25-lb. tins, 4 in case, $2.10; 12½-lb. tins, 8 in case, $2.35.

Paris Green—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

HIDES, SKINS, TALLOW AND WOOL.

Hides—Prices have declined about ¼c. on the Chicago market for cured hides, and the Toronto market is a little easier in consequence. Dealers are paying the same prices for green hides, but are selling cured ¼c. cheaper.

Skins—In calfskins there is very little doing; prices are nominal. In sheepskins the market stands at about 85c. for fresh city skins. A few extra choice bring as high as 90c.

Tallow—Remains very dull. Dealers pay 3c. for prime and sell at 3½ to 4c.

Wool—There is very little doing and the market is quiet and without any special feature. Imported foreign wools are worth 10 to 18c. Supers are quoted at 20 to 21½c., and extras at 22 to 23c.

SEEDS.

Alsike is moving a little more freely this week, but at prices a trifle lower than before. Only an occasional small lot of timothy is being offered. A few lots of red clover are being offered, but the quality is disappointing. We quote: Alsike, $3 to $4.50 per bushel for ordinary to choice and $4.75 to $5 for strictly fancy; timothy, $1.10 to $1.40 per bushel; red clover, $3 to $4.25 for strictly prime to choice, and $4.50 to $4.75 for seed free from mixtures.

PETROLEUM.

There is still a good trade being done. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Sisal rope is ½c. per lb. and manilla ¼c. per lb. dearer.

The discount on spades and shovels has been fixed at 45 per cent.

Ingot tin has advanced ½c. per lb. to 16 to 16½c. Solder is also higher.

A further slight decline in the price of window glass for spring delivery is announced from Belgium.

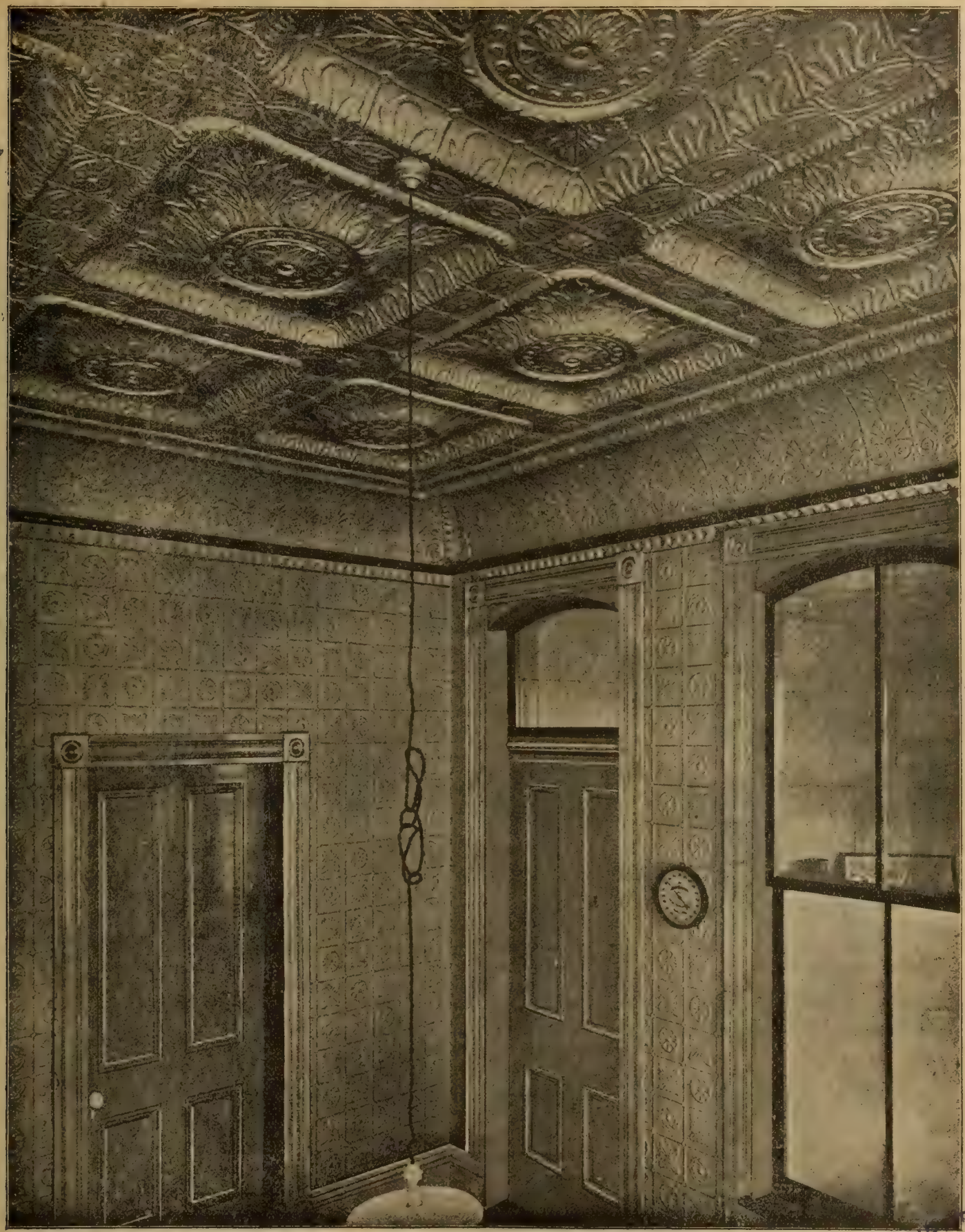
J. J. Kelley, late of Marshall & Kelley, Orangeville, is opening up for himself in the hardware trade in that town. He was in Toronto this week buying his stock.

Sanderson Pearcy & Co., of Toronto, have been appointed agents for Robert Ingham, Clark & Co., Ltd., of London, Eng., the largest makers of varnishes in the world.

UNITED STATES MARKET.

New York, Jan. 22, 1897.

PIG PIN—Spot prices are strongly held at yesterday's quotation of 11⅜ to 11.45c., but there is considerable indisposition to make contracts for distant de-



PHOTOGRAPHIC VIEW OF ROOM IN PRIVATE HOUSE. MOST COMPLETE, IS IT NOT?

OUR ART METAL PANELS ARE SUITABLE FOR ANY ROOM.

Made only by ....

"An Empty Wagon Makes the Most Noise."

THE PEDLAR METAL ROOFING CO., Oshawa, Ont.

RETURNED

livery, as some uncertainty is felt as to the permanence of the present strength. While London sales the past week were exceptionally heavy there has been only a light volume of business in this market.

COPPER—The increasing strength in London is viewed with the greatest interest here. London prices were about £51 for futures, the highest quotation in several years. A considerable volume of business is reported in this market, as well as favorable orders from Europe. Lake Superior is quoted here at 11⅞ to 12c. strong ; casting stock at 11⅜c. and electrolytic at 11½c.

PIG LEAD— A somewhat firmer tone was apparent to-day, spot prices running up to about 3.07½c., ranging to 3.10c. according to delivery. While no large sales are reported the volume of business is more favorable, and better enquiries are reported.

SPELTER—Conditions are practically unchanged. The market is easy at about 4 to 4.10c., with 3.90c. named by some sellers on certain brands.

ANTIMONY — There is nothing to report outside of the usual moderate conditions. Regulus may be quoted at 7½c. for Cookson's, 6½ to 6⅝c. for Hallett's and 6½c. for Japanese.

TIN PLATE Actual business continues on a decidedly restricted scale, but some members of the trade report a better feeling, with better prospects for the near future.

IRON AND STEEL—A perceptible change for the better in pig iron is reported by some dealers, and some agencies in the interior report heavier sales during the past week than for some time. Others, however, state that no reaction from the dullness of several weeks past has yet been apparent.

CATALOGUES, BOOKLETS, ETC.

WE GREET YOU.

A very neat and attractive booklet has just come to hand from Emerson & Fisher, St. John, N.B. It is printed in two colors and each page illustrated with a half-tone cut of one of their travelers. This firm intend making 1897 the banner year in the history of their business and to this end have for some time been making active preparations. They issue a very handsome 300-page illustrated catalogue of hardware, cutlery, tinware, brushes, woodenware and specialties. If you have not a copy write for one.

USEFUL DESK CALENDAR.

The most useful desk calendar we have yet seen is being sent to the trade throughout Canada by the Pope Manufacturing Co., Hartford, Conn. It is really a desk diary—a pad of 365 pages, mounted on metal. There is a blank page for every day in the year, so that business men can make a memo of future engagements, or things to be attended to, on the page bearing that date. They are sent post-paid on receipt of a card enquiring for them.

MONTREAL ROLLING MILLS CO.

The calendar issued by the Montreal Rolling Mills Co. is interesting and striking. Hung, as it were, across the face of the catalogue is a reproduction of a framed picture of the company's extensive works, with steamers plying up and down the river in front. The view gives a splendid idea of the workshops and mills. Every hardwareman who can should secure a copy of the calendar.

SOMETHING UNIQUE.

One of the prettiest and most unique things in the way of a calendar that has come to the editor's desk for a long time is the desk calendar of the Magnolia Metal Co. It is made of celluloid and padded. The printing is done in red ink, while a pocket holds the date cards. The effect of the calendar is most striking.

A DRAIN PIPE CO.'S CALENDAR.

A useful as well as ornamental calendar has just come to hand from Alex. Bremner, 50 Bleury street, Montreal, importer of drain pipes, Portland cement, firebrick etc. It is printed in three colors, and by dropping a card and mentioning HARDWARE AND METAL you can receive one.

THE GRIMM CO.'S CATALOGUE.

As the season draws near for sugar making it will be to the interests of hardware merchants to correspond with the G. H. Grimm Manufacturing Co., Wellington St., Montreal, for a copy of their illustrated catalogue of sugar camp fixtures. This firm manufacture everything necessary for the equipment of a first-class sugar camp, from the smallest sap spout to the huge gathering tank. It is safe to predict for this firm a busy season.

WHAT BECOMES OF SUNKEN SHIPS?

At some time or the other one may have wondered at the fate of vessels sinking in mid-ocean with no chance of recovery for either the cargo or the hull. We have been enlightened on the subject by a correspondent who says : If the vessel is of wood, it takes, in the first place, some considerable time to reach the bottom. In 100 or more fathoms of water a quarter of an hour will elapse before the ship touches bottom. It sinks slowly, and when the bottom is reached it falls gently into the soft, oozy bed with no crash or breaking. Of course, if it is laden with pig iron or corresponding substance, or if it is an iron ship, it sinks rapidly and sometimes strikes the bottom with such force as to smash in pieces. Once sunken, a ship becomes the prey of the countless inhabitants of the ocean. They swarm over and through the great boat and make it their home. Besides this, they cover every inch of the boat with a thick layer of lime. This takes time, of course, and when one generation dies another continues the work, until finally the ship is so laden with heavy incrustations, corals, sponges, and barnacles that, if wood, the creaking timbers fall apart and slowly but surely are absorbed in the waste at the sea bottom. Iron vessels are demolished more quickly than those of wood, which may last for centuries. The only metals that withstand the chemical action of the waves are gold and platinum, and glass also seems unaffected. No matter how long gold may be hidden in the ocean, it will always be gold when recovered, and this fact explains the many romantic and adventurous searches after hidden submarine treasures lost in shipwrecks.

ESTABLISHED 1839

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and Factory, Holyoke, Massachusetts, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors and . . . Sheep Shears

All Seymour Shears are water hardened and are the best made.

No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices. . . . . .

Established 1860

MILK CAN TRIMMINGS

Incorporated 1895

Our Patent Broad Hoop Bottom has all the advantages of a 3-piece bottom, and is actually 2-piece, and as durable as if made in one piece.

Bottoms are thus sweated in with half the solder, and make a most permanent joint. Concave pattern; draining to the centre. Will not corrode. Top bands "shouldered," and have cut-out at joint, making a neater and cleaner job, in half the time, than with old-style hoop. All bands have retinned edges. For durability, finish and economy in making up, our trimmings are unequalled.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

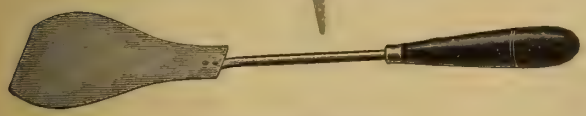
THE LARGEST LINE OF MINCING KNIVES IN AMERICA

Made by THE

Knapp & Cowles Mfg. Co.

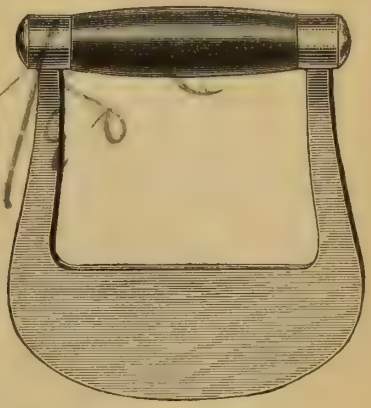
Bridgeport, Conn.

Made in all grades, from the cheapest sheet steel to the finest finished forged blades.



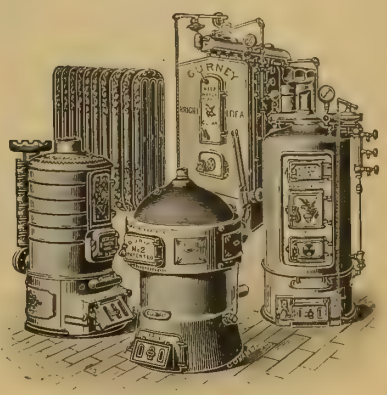
Cake or Fish Turner.

Send for Catalogue of full line of Specialties.



OUR RANGE OF

Heating Goods



Is so wide and varied that we can furnish **Furnaces or Boilers** with a guaranteed capacity to suit **any** sized building. Large or small—for wood or coal—hot water or steam—we can supply anything which any one could want.

What's More, every Furnace or Boiler we make is of strict mechanical excellence, combining with great power a wonderful simplicity and ease of management. They can always be relied upon to give perfect satisfaction.

Our **Oxford Radiators** are the world's standard—iron to iron joints, without gaskets. Read our catalogues for details. Our prices are always reasonable.

THE GURNEY FOUNDRY CO. LTD. TORONTO

THE GURNEY-MASSEY CO. LTD. - MONTREAL

THE CANADA PLUMBER AND STEAM-FITTER

THE master plumbers of Toronto have still but very little to do. Outside the new civic building and the Foresters' Hall there are no new jobs of any size whatever under way, and of course as one firm has both these jobs in hand all the others are merely filling in their time on the little overhauling that is to be done. And the extremely mild winter we have so far had has naturally created less work for the plumber and steam-fitter.

Wholesale dealers in plumbers' supplies report a fairly good trade in earthenware, but in other kinds of supplies there is practically nothing doing.

Mr. W. Smith, of London, was in Toronto on Wednesday. He reports the London Association of Master Plumbers to be in a healthy condition, and said that the public was beginning to realize the benefit of the association in the direction of improving the sanitary condition of the plumbing of the city.

THE AGREEMENT WITH THE MANUFACTURERS.

A special meeting of the Master Plumbers' Association of Toronto was held in Pythian Hall on Tuesday night. The object of the meeting was to instruct Messrs. Burroughes and Fiddes, the representatives of the association delegated to attend the meeting of the Executive Committee of the National Plumbers' Association, which met in Quebec yesterday (Friday), to consider the proposed agreement between the plumbers and manufacturers. Mr. Wm. Smith, of London, provincial vice-president, was also present, and he accompanied the delegates east on Wednesday night.

COST OF HEATING ROOMS BY GAS.

A correspondent of Ironmongery, writing upon the cost of heating rooms by gas, says:

Some curious statements are going the round of the press, and these are so misleading in every way that it will be well to recall the result of a series of elaborate trials made continuously by myself for a period of twelve months under exact conditions. It was found that the heat required had not the slightest relation to the cubic capacity of the room. This depended entirely on the area of the wall-surface and on the ventilation. Several rooms were tested, and it was found that of the total heat evolved, from 75 to 87½ per cent. was absorbed by the walls and ceiling; where the ventilation was limited, only 12½ per cent. of the total heat was used in warming the air, and the rule was discovered that for every 1,600 square feet of wall-surface, excluding the ceiling, a gas consumption of one cubic foot per hour maintained a rise 1 deg. F., when the air in the room was changed every hour. If the air is entirely renewed every twenty minutes, 37½ per cent., or a little over one-third, was used in warming this air, and the gas consumption for the same result rose to 1¼ cubic feet per hour for every degree rise maintained. Of course, if the temperature of a room has to be raised quickly, the proportion of heat absorbed by the walls increases enormously, as does the gas consumption; but the fact remains that, whatever the heat required to warm the walls, and lost in this way, the heating of the air required only 1/1600 cubic foot per hour for every 1,600 square feet of wall-surface, for every 3 deg. F. rise of temperature, when the whole of the air in the room was entirely renewed every twenty minutes, a fair average for ordinary living rooms. When a room has to be warmed quickly, say 20 deg. F., the proportion of gas used in warming the air becomes infinitesimal, as, whatever the heat absorbed by the walls, that taken up by the air, and retained by it, never varies.

RETURNED 7/12/97

The above cut is an illustration, in a reduced form, of the central figure which adorns the calendar of the Mechanics' Supply Co., of Quebec. The calendar itself, it will be remembered, was reviewed in these columns a few weeks ago.

INCREASING USE OF GAS FOR COOKING.

The use of gas for cooking purposes is making rapid progress in Germany. It is reported from Berlin that during the month of July 1,009 households adopted gas for cooking, while in August this example was followed by 787, in September by 1,282, or a total of 3,088 for the three months mentioned.

THE EFFECT OF INSANITARY PLUMBING ON HEALTH.

An excellent sanitary condition of a house in its relation to the health of the individual occupant is as essential as food and drink to the proper maintenance of life, writes I. L. Feinberg, M. D., in Plumbers' Trade Journal.

Imagine the health of one living in rooms that are infested with a variety of germs due to the escape of sewerage from defective traps and leaking joints; rooms that are dark and damp; where the bright sunlight is never known to enter. There and only there do the germs multiply in such numbers that billions cannot estimate their number.

These germs of microscopic size, too, have a definite mission, to create disease, and once they have started in their path of destruction no one knows what the ultimate result may be; perhaps the loss of one or more human beings inhabiting such rooms, whose lives might have been saved by a careful attention to hygienic and sanitary conditions.

Who is morally guilty? The architect, plumber or health authorities? This is not for me to answer. This paper was never written with that object in view, but to point out the relation of disease to defective systems of sanitation.

All acute diseases are due to a minute living body which cannot be seen by the naked eye. These bodies are called germs; they have distinct periods of life, they have distinct systems which require nourishment; they live and thrive in sewage-infected earth, stagnant pools and in all living and dead animal matter.

Let us then take a primitive water system. A well, for instance. This well is placed at the bottom of a hill, on top of which is placed a house with privy attachment. All the excreta, dead animal matter and everything else, drains into the well by percolation through the earth. One of the inhabitants of the house has typhoid fever. The excreta is emptied into the privy, a rain storm or a certain amount of water mixes with it. It percolates into the well; the water from this well is being used by the entire family. Result, entire family catch typhoid fever.

Some two years ago in a town not far from New York city this condition of affairs existed. A milkman who lived in a house the drainage of which was of this description had typhoid fever in the family. He used

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO CANADA.

the water from the well to water his milk. Result, an epidemic of typhoid fever in the town which caused a good many deaths.

We will turn from the rural example to one in a large town or city. A trap is defective, it leaks and wets beneath a bathroom floor, the plaster and wood work becomes soggy. Germs by the thousand congregate, an innocent child who has just had its bath is playing on the floor, the hands which a few moments before have been as clean as soap and water could make them are now slimy and dirty, thousands of germs are there to be carried to the nose or mouth; the child develops diphtheria and dies, or, if it should happen to recover other children or perhaps adults have contracted the disease, all due to such a small matter as a defective trap.

The third and last example. A house drain on its way to the sewer has become cracked and broken, flooding the cellar or the walls. Here is a beautiful field for malarial germs to flourish. Result: some of the people living in the house get an attack of malarial fever, from which they may never recover.

No apologies are necessary in giving these instances, for they occur every day. Diseases which could have been avoided are caused by improper sanitary precautions. Cleanliness is next to godliness, and an excellent sanitary system is necessary for good health.

A GENIUS FOR THE TRADE.

Jinks—Have you selected a trade or a profession for your boy?

Winks—I shall make a plumber of him. "Has he a bent that way?"

"He's born for it. Tell him to do a thing immediately and he won't think of it again for a week."—Eagle.

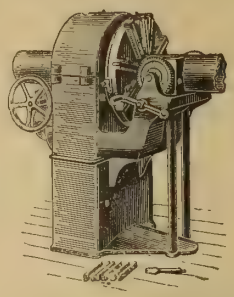
A MERCHANT MARRIES.

The marriage of Miss Laura Ritchie, eldest daughter of Mr. and Mrs. R. W. Ritchie, of Orangeville, and Mr. W. G. Rowland, of the firm of Ritchie & Rowland, Shelburne, was solemnized by the Rev. A. Langford, president of the Toronto Conference of the Methodist Church, at the residence of the bride's parents, "Maplehyrn," on Tuesday evening at five o'clock. Miss Ida May Ritchie, sister of the bride, acted as bridesmaid, while Mr. W. N. Brown was groomsman. Miss Gertrude Ritchie played Mendelssohn's "Wedding March." The presents were beautiful and numerous, showing the esteem in which the bride was held in the hearts of her companions.

Mr. and Mrs. Rowland left on the eight o'clock train for Owen Sound, where they will spend a few days before returning home.

Armstrong Pipe Threading AND CUTTING-OFF MACHINES

(Hand or Power).



Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St. Bridgeport, Conn.

COMPULSORY HALF HOLIDAY.

A deputation representing the Lord's Day Alliance waited upon the Ontario Government on Tuesday afternoon to urge legislation for a compulsory half-day's holiday each week in all shops throughout the province.

The proposals submitted by the Alliance were as follows:

1. All shops shall be closed in each week on the afternoon of one working day at the hour of 1 o'clock, with such exceptions as are necessary in the public interest, such as the cases of drug stores and restaurants at all times, and butcher shops during the months of June, July, August and September.
2. In the absence of a municipal bylaw appointing another day the closing day shall be Saturday.
3. In each municipality the municipal council shall have power by bylaw to appoint another day instead of Saturday.
4. All shop assistants in excepted shops shall have a half-holiday from one o'clock on some working day of the week.
5. When a public holiday occurs in any week, it shall be sufficient to close shops on such holiday instead of the closing day.
6. All shops may remain open on the afternoon of the working day next preceding Christmas Day, New Year's Day, and other public holidays, although such working day may be the day appointed for closing.
7. All shops, except drug stores, shall be closed on Saturday evenings at nine o'clock.

YOUNG MEN, WORK.

Bob Burdette rang the bell when he said: "There are young men who do not work, young men who make a living by sucking the end of a cane; whose entire mental development is insufficient to tell them which side of a postage stamp to lick; young men who can tie a necktie in eleven different knots and never lay a wrinkle in it, and then would get into a West Hill street car to go to Chicago; who can spend more money in a day than you can earn in a month, and who will go to the sheriff's to buy a postal card, and apply at the office of the street commissioner for a marriage license. But the world is not proud of them. It does not know their name, even; it simply speaks of them as old Soanso's boys. Nobody likes them, nobody hates them; the great, busy world doesn't even know they are there, and at the great day of resurrection, if they do not appear at the sound of the trumpet, and they certainly will not unless somebody tells them what it is for and what to do, I don't think Gabriel will miss them or notice their absence, and they will not be sent for nor disturbed. Things will go on just as well without them."

INVENTORY GOODS.

A correspondent of Business writes: In reply to "G. S., Hartford, Conn.," would say that I think that the idea advanced by D. A. Keister to inventory goods at cost is open to less objections than any other plan. The illustration that "G. S." has given does not, I think, offer any very serious argument against this method, as (to quote from the article of Mr. Keister referred to) "there can be no profit (or loss) until sold." Let us carry the real estate illustration a little further and suppose the dealer paid $500 for the property, which he valued when he closed his books for the year at $800, his books showing a profit of $300 on the transaction.

He is forced the following spring to sell, and only realizes $700. His books for this year will show a loss of $100, while the facts of the case are he neither made nor lost the amount which his books show, while if he had inventoried the above at cost his books would have indicated the profit on the transaction $200.

BIG IRON FAILURE.

The Canadian Bridge and Iron Co. have gone into liquidation, Jno. W. Ross being appointed permanent liquidator of the concern last week. The liabilities of the company are fully $100,000, while the assets are nominally the same, about one-half of them being unfinished contracts.

The following are among the principal creditors whose claims are all secured: B. & S. H. Thompson, A. Davis, Congregational Missionary Society, J. E. Cave, Boston, Mass.; Jas. Shearer & Co., P. Amesse, E. Rousseau. Among the ordinary creditors are Messrs. M. E. Fitzgibbon, A. R. Williams, Howden, Starke & Co., Frothingham, Workman & Co., Robin & Sadler, Fleming, Miller Bros. & Toms, F. E. Cave, J. H. Nault, J. Bertram & Son, Pittsburg Forge Co., St. John Bolt Co., and others.

SYSTEMATIC SAVING.

ONE of the principal reasons why so many persons in this country of high wages, and usually steady employment, are reduced to want when work stops is the neglect of systematic saving, writes Harry M. Royal, in Michigan Tradesman.

Not having been educated in the school of adversity, nor even that of economy, the life of the majority of American workingmen is essentially a hand-to-mouth existence, which means hunger and discouragement in times of depression, like that through which we have passed during the past three years.

Unfortunately, this is largely true of clerks and salesmen, whose natural efficiency has fitted them for positions of responsibility, but who so seldom succeed to an independent business of their own, because of their failure to accumulate by their own efforts sufficient means with which to start.

Their salaries would seem princely to many a common laborer, but still they often find it difficult to meet the ordinary expenses of life and maintain themselves and families in a style fitting to their position, as they are expected to do by their associates, the public, and even their employers.

Yet, with a view to provision for misfortune, to say nothing of preparation for bettering one's condition, it would seem that some sacrifices might be made to lay aside a regular monthly saving, which though small in itself, rapidly grows into a substantial sum and increases present satisfaction and future prospects of the owner. The clerk on a small salary would soon find himself the possessor of an amount which, at the start, would be considered a very comfortable "nest egg."

Time is so short—after it has passed—that one often wonders where the year has gone, and there is scarcely a reader of The Tradesman, working on a salary, but will in his own mind admit that he might have saved a portion of his monthly earnings for a series of years without much inconvenience, and not one who will deny that it would be a pleasure to contemplate the possession of the accumulation of five years, if even no larger sum than $5 per month.

It is system that counts, in this as well as in the greater undertakings of life, if, indeed, there be a greater undertaking than that of preparing for misfortunes which may come, or getting ready to launch upon the sea of business with capital of one's own saving.

There are banks in nearly every town, as well as in the cities, which pay interest on time deposits of even small amounts, and local boards of reliable building and loan associations, and if there be none it is easy to remit the monthly instalment to the home office. The clerk having an employer who is in every way responsible could, no doubt, arrange to leave a portion of his wages until the end of the year, when he might draw it in a lump sum for deposit in a convenient bank or investment in paying securities on good real estate.

The essential idea is that there shall be a systematic plan for the regular saving of some portion of the earnings; and if the future plans of the saver have been formed working in that direction, and keeping the money well in hand for use to the best advantage when the proper time arrives, the results, needless to say, will be satisfactory.

Turpentine in the South is advancing, and it is quite probable that the jobbers in Canada will put their figures up in sympathy.

Church's . . .

ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

Sold by leading paint dealers everywhere.

Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

NON-CONDUCTIVE GLASS.

IN a recent number of The Illustriates Fachblatt, a new variety of window glass is described, invented by Richard Szigmondy, of Vienna, the peculiar virtue of which is its non-conductivity for heat rays. It is stated that a light of glass a quarter-inch thick absorbs 87 to 100 per cent of the heat striking it, in contrast to plate glass, which absorbs only about 5 per cent. This glass is to give us a window which will keep our dwellings warm in winter and cool in summer, and be especially adapted to sky-lights, etc., and also to blue glass spectacles for the use of furnace men. In noticing this invention, it might be well to call attention to the peculiar conducting power of ordinary glass, which would seem to render Szigmondy's glass an impossibility, in some of its claims at least. If we stand by a window in which the sun shines, we may feel the warmth of the sun, but if we touch the window pane, we find it cold. If we now take a light of glass and place it between us and an ordinary open fire, it will screen us from the heat, but will become rapidly heated itself. In the first place it transmitted most of the heat, and in the latter it absorbed. Plate glass may absorb but 5 per cent. of sun heat, but it absorbs 94 per cent. of heat from a source of 400 degrees. In general it might be stated that glass transmits the luminous heat rays and absorbs the non-luminous, and this is why a light, sunshiny room is so warm in winter. The glass transmits the heat of the sun and absorbs the heat of the fire.

JAPANESE SECRET ALLOYS.

The following is the composition, according to The Iron Industry Gazette, of a number of Japanese alloys, hitherto kept a close secret, and now revealed by workmen engaged in making them: The "shadko" is an alloy of copper and from 1 to 10 per cent. of gold; the objects are placed in a mordant of sulphate of copper alum and verdigris until they have assumed the coppered or blue-black hue of swordsheaths and decorative articles. "Gni-shi-bu-ichi" is a copper alloy with 30 or 50 per cent. of silver of the well-known grey color. "Mokume" is a compound of several alloys. About 30 plates or foils of gold, "shadko," copper, silver, and the last-mentioned alloy are soldered together, holes are made, the plate hammered out and put in the mordant.

The finest Japanese brass, "sinchu," consists of 10 parts copper and 5 of zinc. Bell metals, "karakane," are made of 10 parts of copper, 4 tin, ½ iron, 1½ zinc, the copper being melted first, and the other metals added in the above order.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

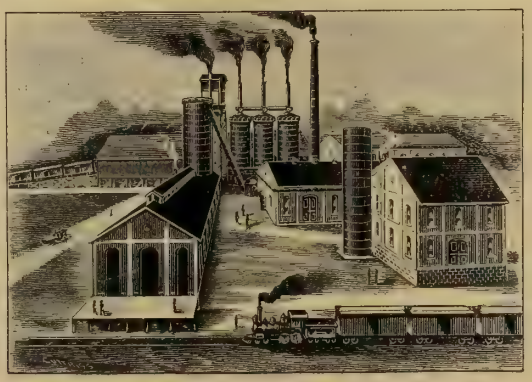
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



The Hamilton Blast Furnace Co., Ltd.

HAMILTON
Canada.

Manufacturers of

HIGH GRADE

Of....

PIG IRON.

THE ARCADE FILE WORKS

THE ARCADE FILE WORKS.

IMPROVED INCREMENT CUT FILES

Arcade Files are made from the very best Crucible File Steel, and are guaranteed to cut faster and wear longer than any on the market.

PRICES: While we do not compete with the cheap brands made from open hearth steel, we can, owing to our modern plant and new inventions, make prices that are the lowest for buyers desiring a high-grade File with an Improved Increment Cut.

FOR SALE BY

AIKENHEAD HARDWARE CO., Toronto.

The R. A. McCREADY CO. Ltd.

We want hustling Agents to sell
McCready Bicycles for 1897 . .

OUR MODELS

McCready No. 1	$100	McCready Special	$65
McCready No. 2	85	Juvenile	45

OUR TRAVELLERS

Will leave about January 1st with 1897 Models and a full line of Sporting Goods and Bicycle Sundries. Their goods are right; their prices are right. Wait for them.

The R. A. McCready Co., Ltd. 147-149 YONGE STREET **Toronto, Ont.**

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

EDWIN SKEDDEN, brush manufacturer, Hamilton, is offering to compromise at 25c. an the dollar, cash.

A. Boileau, tinsmith, Valleyfield, Que., has assigned.

J. L. Leblond, general merchant, Trois Pistoles, has assigned.

D. R. Reed, tinsmith, Elgin, has called a meeting of his creditors.

J. E. Freeman, general merchant, Harmony, N.S., is offering to compromise.

A. R. MacKay, general merchant, River John, N.S., has assigned, and is away.

Robinson & McKnight, general merchants, Ninga, N.W.T., have assigned.

J. Tooley & Co., "Seven Cent Store," Brockville, has assigned to James Stuart.

N. McNair, general store and lumber, Eel River Crossing, N.B., is asking an extension.

J. R. Jackson & Co., stoves and tinware, Guelph, have assigned to Henry Barber, Toronto.

H. A. Belisle, general merchant, Ste. Agathe de Monts, has compromised at 50c. on the dollar.

Tackaberry & Loughray, wholesale and retail harness, London, have called a meeting of their creditors.

Application for a winding up order for the G. &. J. Brown Manufacturing Co., agricultural implements, Belleville, has been made.

E. N. Lavallee & Co., general merchants, St. Philippe de Nery, Que., are seeking an extension, and the firm's affairs are being investigated.

F. J. McRae, hardware, etc., Stoney Point, has assigned to A. W. Davidson, Windsor, and a meeting of creditors will be held on the 25th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

J. & H. Taylor, railway supplies, Montreal, have dissolved.

E. P. Plante and E. Pratte have registered a partnership in Montreal to carry on business as electricians under the style of Plante & Pratte.

Theo Delage & Cie. hardware, etc., Montreal; partnership registered composed of Theo Delage as general partner and Alex. Cooker as special partner for $100.

SALES MADE AND PENDING.

Charles Pardoe, gunsmith, Victoria, is selling out.

The assets of F. Lebel, machinist, Montreal, have been sold.

The Alvinston Stave and Heading Co. have sold out to the Sutherland-Innes Co., Ltd.

The assets of the Mountain City Cycle Co., Montreal, are to be sold by auction 25th inst.

CHANGES.

John Harlow, blacksmith, Pipestone, has sold out to John Wright.

Peoples' Oil Co., London, has been succeeded by Aaron Turner.

W. Purvis, general store, Columbus, has been succeeded by R. Hugo.

Rae & Sutton, hardware, Milverton, Ont., have been succeeded by J. L. Rae.

J. H. Geddes, general merchant, Vancouver, has sold out to — Halliday.

G. L. Stevens, general merchant, Enniskillen, has sold out to Wesley Wotton.

McLaughlin & Co., general merchants, Gorrie, have been succeeded by McLaughlin Bros.

Neilly & Kinney, general merchants, Bridgetown, has been succeeded by Kinney & Shaffner.

Chas. P. Hebert has been registered proprietor of the firm of Hebert & Guertin, general merchants, St. Charles.

Michand & Levesque, general merchants, Sturgeon Falls and Warren, have sold out Warren branch to C. Champagne.

DEATHS.

Louis Perron, blacksmith, Quebec, is dead.

W. McLauchlan, of Troop & McLauchlan, ship chandlers, St. John, N.B., is dead.

SWEDISH IRON ORE PRODUCTION.

Sweden's production of iron ore has increased from 631,000 tons in 1870, to 1,927,000 tons in 1894. Between 1870 and 1874, explains an exchange, the production rose quickly to 930,000 tons but the five years following witnessed a steady decline, and the lowest figure, 640,000 tons, was reached in 1879. From that time the industry rallied, and when in 1891 ore began to be exported, the development of the ore beds became more intense. The leading ore mining district is that of Norbutten, and although not opened up until a few years ago, it produced in 1894, 658,000 tons, or 57,000 tons more than the total production of Sweden in 1870. Then follow the districts of Kopparberg, Orebro, Westmanland, Wermland, Upsala, and Stockholm. The production of Kopparberg rose from 143,000 tons in 1870, to 547,000 tons in 1894, or an increase of almost 400 per cent. Orebro almost doubled its production, from 157,000 tons in 1870, to 299,000 tons in 1894; Westmanland's production rose from 93,000 to 206,000; Upsala's from 32,000 to 63,000 tons. A decline is shown only by Stockholm, from 24,000 to 20,000, and by Gefleborg, from 21,000 to 13,000 tons.

From January 1st to August 31st, 1896, there were exported 813,380 tons of iron ore, as against 554,465 tons in the corresponding period of 1895, and 623,000 tons in 1894.

Perfection Clothes Dryer

Something that sells at sight.

Do you want to be first in your town. . . . .

Send for Sample and Prices.

45 Windsor St., Montreal

BOECKH'S STANDARD BRUSHES

The leading brushes and handled by the leading trade of the Dominion. . . .

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city. . . . . .

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

. . . MANUFACTURERS . .

Toronto, Ont.

We make a specialty of . . .

• High-Grade • **Bar Iron**

REFINED and NORWAY

THE

Guelph Norway Iron & Steel Co., Ltd.

Rolling Mills, **GUELPH**

HINTS FOR CLERKS.

ATTEND strictly to your own business. You are not paid for attending to the affairs of others, nor will you receive thanks for it. Besides, you haven't the time.

If ignorant of anything in connection with the stock, the sensible clerk will admit it at once rather than make pretentions to knowledge that exposes him to the danger of being regarded as both knave and fool.

Acquire the faculty of doing your work energetically, expeditiously and thoroughly, but without any show of noise or bustle. There is something wrong with the machinery that rattles.

Late hours and evil company are things in which no upright man can afford to indulge. They threaten both the body and the soul, and are sure to destroy the reputation. Of all men in the world, the clerk should eschew them, for to him a sound body, an upright soul, and an untarnished name, are absolutely indispensable to success.

A great many salesmen, and some who are very competent, injure their influence by a sort of patronizing air which they assume towards their customers. Let such remember that it is the customer who should do the patronizing.

Be very careful about volunteering advice to the proprietor. Know enough about the business to express an intelligent opinion of things relating to it if asked to do so, but do not forget that most men request advice when they wish it, and resent it otherwise.

Don't frown. It promotes wrinkles, induces indigestion, closes the purse-strings of the customer, and defrauds your employer. Don't smirk, either. That is unmanly, inane, idiotic. Be just yourself.

Few people have greater need of self-restraint than the clerk. He must perforce meet so many people who are distasteful to him, and be exposed to such numberless vexations, that, unless he has himself under thorough control, he will indulge in speech or conduct that he will regret.

Guard the reputation of a fellow-salesman as jealously as you would your own. Help him along wherever you can. Get close to him. Like him. You may be competitors, but the world is large enough for both of you. You will be happier and advance faster if you stand shoulder to shoulder.

DIRECT PRODUCTION OF IRON.

Another process for the direct production of iron from its ores has been invented and patented by Emil Servais, of Luxemburg, and Paul Gredt, of Eseh-on-Alz. The ore is heated, under exclusion of all solid free carbon by means of solid or liquid hydrocarbons or substances which contain carbon in occluded form only, and become volatile at higher temperatures; this is done, first, to exclude any reduction of the impurities ; second, to prevent the carbonization of the reduced iron, which would occur at higher temperature. As hydrocarbons to be used for this purpose, mineral and vegetable oils, greases, and rosins, which melt below 130 C., are specially recommended. Petroleum and and petroteum residue have proved very satisfactory, when used at a proportion of 20 to 25 per cent. of the iron to be produced.

WILL TRAVEL FOR KEMP.

Mr. W. J. Tait, the genial, popular and efficient salesman in the hardware store of Mr. J. S. Williams, having severed his connection with that establishment, took his departure on Wednesday for Toronto, where he has accepted a situation with the Kemp Manufacturing Co., of that city, as traveling salesman. Engaging in the hardware business with H. Welbanks, the predecessor of J. S. Williams, some six years ago, and making himself familiar with every detail of the business, Mr. Tait to-day ranks among the first for ability in the retail hardware business. He has proved himself to his late employers a good seller and a good buyer, and there is no doubt he possesses all the necessary qualities which go to make a successful commercial traveler. The Times wishes Mr. Tait success in his new labors.—Times, Picton, Ont.

The W. R. Gardner Tool Co. Ltd.

SHERBROOKE, QUE.

Hammers, Hatchets,

of every description.

Augers, Auger Bits,

common and Jennings' pattern.

Chisels, Axes, etc.

Special boring tools for wood-working and furniture factories. Prices on application.

IRON AND STEEL IN 1896.

MATHESON & Grant's Engineering Trades' Report reviews the British iron and steel trade for 1896 as follows:

Pig iron has, with occasional fluctuations, been rising in value since 1893. Hematite pig iron, the material for steel making, did not till recently share the same tendency; but now the diminished supply of Spanish ore, and the activity of the steel trade, have raised its price also. Finished iron and steel, as used by engineers, do not differ much in price. Every year, the respective advantages of the two materials are becoming more clearly defined. Where smithing and welding are required, fibrous iron made from puddled blooms is likely to maintain its place as more suitable and trustworthy than steel. For light structural work, such as roofing, iron is still much used; but for larger structures steel is everywhere gaining. Nominally, iron is cheaper than steel, but the facilities for manufacturing large plates and heavy sections of steel have been so improved, that the steel can be supplied at normal prices where, in the case of iron, considerably extra rates would be demanded. The engineering trades, as a whole, benefit greatly by the cheapness with which mild steel can be obtained, a circumstance which is having effect in modifying designs for frame work and other structural parts of machinery.

The table herewith shows the fluctuations in values during the last five years.

	PER TON.						
	January 1892.	January 1893.	January 1894.	January 1895.	January 1896.	July 1896.	January 1897.
	£ s. d.	£ s. d.	£ s. d.	£ s. d.	£ s. d.	£ s. d.	£ s. d.
Pig Iron at Glasgow, No. 3	2 7 0	2 2 0	2 4 0	2 2 0	2 6 0	2 6 6	2 8 9
Pig Iron at Middlesborough, No. 3	1 18 6	1 17 0	1 16 0	1 15 0	1 18 0	1 17 6	2 0 9
Iron Ship Plates at Middlesborough	5 10 6	4 17 6	4 15 0	4 15 0	4 17 6	5 0 0	5 10 0
Iron Bridge Plates	6 5 0	5 2 6	5 0 0	4 15 0	5 0 0	5 5 0	5 12 6
Steel Ship and Bridge Plates	6 10 0	5 15 0	5 5 0	4 15 0	5 0 0	5 5 0	5 15 0
Steel Rails, f.o.b	4 2 6	4 0 0	3 15 0	3 12 6	4 12 6	4 10 0	4 12 6

THE TWINS SAVED HIM.

A LONDON paper salesman, whom I will call Mr. Stickey, got into difficulties some years ago and failed. The creditors appointed one of their number to examine Stickey's accounts and prepare a statement of affairs. This was done, and a meeting took place, with Mr. Tommy in the chair.

During the meeting the liquidator handed the chairman a series of questions for Stickey to answer. Among others he was asked, "Is it true that you have recently bought a piano for £40?" "Yes," replied Stickey. "Is it true that your wife keeps a baker's shop?" "Yes," said the bankrupt again. "There is one more question," said the chairman, adjusting his eye-glasses, "Is it true that Mrs. Stickey has just had twins?" "Yes, yes, yes," replied the proud father triumphantly.

After the laughter had subsided, the chairman suggested to the meeting an adjournment while they visited the happy home, made an inspection of the twins, and sampled the buns to the accompaniment of a tune on the forty piano. The result proved to be a dividend of 4d. in the pound!—London Paper Trade Journal.

CARE OF CUTLERY.

One of the things that a new clerk will be told to do, remarks Hardware Dealers' Magazine, will be to take a piece of chamois skin and wipe off the knives in a show case. Ten chances to one he will give his entire attention to the open blades, letting the backs go by default. Every merchant knows the result. The constant handling of these goods by the moist hands of the salesmen will cause the backs to rust and in time make them unsalable, or salable only at a reduction. Show the clerk the necessity of thorough work in this respect the first time he performs the task. Strange as it may seem, the average youth will start in wiping the blades of pocket and table cutlery with the blades toward his hand. This results in frequently cutting himself and in detriment to the chamois skin.

Too often one notices a show case in a hardware store filled with knives and forks and carving sets in boxes. The object sought by the show case display should be to show the goods themselves in as attractive manner as possible; not to give an idea of the extent of the stock carried. Cover the bottom of the case with velvet and arrange the table cutlery on it in attractive designs.

SHIP-BUILDING IN BRITAIN.

The activity in the British ship-building industry during the past year naturally gave rise to anticipations of a very large output; and now that complete returns have been compiled, these expectations have been fully realized. According to the tables compiled, the tonnage launched in the United Kingdom during 1896 has reached the remarkable total of 1,317,000 tons. This compares with 1,075,000 tons in 1895, and is larger than the production of any previous year except 1889, when the total launched was 1,333,000 tons. If value be taken into consideration, however, the past year's production may be fairly considered to constitute a record, as the ships constructed have been large and costly, while a considerable proportion consisted of warships, on which the expenditure is out of all proportion to the tonnage.

BICYCLE DESIGNS FOR 1897.

Ironmongery, in an article referring to bicycle shows held in England, says: "The machines for 1897 will not present any very startling departure in design from those which were in vogue last season, although there have been some noteworthy improvements in details. Frames, handle bars, saddles, tyres, brakes and chains are made on pretty much the same lines as those with which riders have lately been familiar. In the frames of ladies' machines, however, it has to be noted that the curved tubes are strongly predominant, and it is to be regretted that the V-shaped, or straight-barred frame, which is certainly preferable from a constructional point of view, appears to be taking a back seat. Mounting or dismounting by ladies is certainly easier with the curved tube, and this is probably the cause of its almost universal adoption, at the expense of the greater rigidity which could be ensured by the parallel tubes. At the same time, it must be admitted that many of the frames of the ladies' machines have been strengthened as well as reduced in weight."

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for; Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

ELEVATOR MOTORS.

Would a manufacturer of Electric Motors for elevators kindly correspond with this office as we have an enquiry from a probable purchaser? Address,

Canadian Hardware and Metal,
Board of Trade Building, Montreal.

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods

Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

WANTED . . .

Travellers calling upon retail hardware trade—in Eastern Ontario and Province of Quebec—choice side lines—liberal commission. Applicants state lines now handling and territory.

Address—" Hardware Side Line,"
Care of
Canadian Hardware and Metal, Toronto

The Star Manufacturing Co.

Manufacturers of
CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.

Movements for Bicycle and Door Bells. Send for Discriptive Circular of our Patent " Ball " Burglar Alarm.

NEW HAVEN, CONN.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "**Inventors Guide**" and "What profitable to invent," **Free. MARION & LABERGE,** Engineers & Experts, 185 St. James St. MONTREAL.

WILLIAM HILL

. . . Importer of . . .

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue, Bronzes, Alabastine.

327 St. James Street, - - - **MONTREAL**

. . ISLAND CITY . .

Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

The Niagara Falls Metal Works Company, Ltd.

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

TRAVELERS' MUTUAL BENEFIT.

The Commercial Travelers' Mutual Benefit Society held its sixteenth annual meeting on Saturday. Mr. R. Crean, president, was in the chair. A large number of prominent members, who take an active interest in the progress of the society, were present, and an animated discussion occurred over the report of the Board of Management, which was considered eminently satisfactory and adopted unanimously. The membership has been largely increased, and the great number of applications for insurance waiting to be passed by the board at the next meeting gives every assurance that still greater progress will be made in the current year. Three of the nine Toronto trustees retire each year, and an election resulted in the return of R. L. Patterson, S. R. Wickett and John Burns. The Board of Management for 1897 is composed as follows: President, Robert Crean; vice-president, T. M. Bayne; treasurer, Warring Kennedy; secretary, W. G. H. Lowe. Trustees —R. L. Patterson, S. R. Wickett, John Burns, Thos. Dunnet, Jos. Taylor, W. B. Dack, Hy. Goodman, J. A. Ross, H. Lamont. Trustees for outside places were elected by acclamation.

STORE MOTTOES.

Because we buy well we sell well.

What isn't right we will make right.

Your satisfaction is our best reward.

Come back for changes or corrections.

You cannot tire us out in serving you.

Goods up to date; prices down to zero.

We make each purchase promote trade.

Time is not wasted when we please you.

Courtesy is always thrown in at our store.

Unless the customer is satisfied we are not.

Ask for what you don't see. It is probably here.

The value of these goods conquers all comparisons.

Low prices make large profit, and our benefit is your gain.

The earliest comer has the pick of the "plums" and prices.

We urge no one to buy. Our goods are our best salesmen.

There is no test like a trial here; for we are here to please you.

Our interest in you is not gauged by the amount of money you spend.

What you say when you go home we intend to make our best advertisement.

Our customers are like the revolving shore lights. They go, but return again.

We don't claim to have the best store; but we try to make a better one possible.

If you have looked elsewhere we are sure of either your compliment or your custom.

—Selected.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

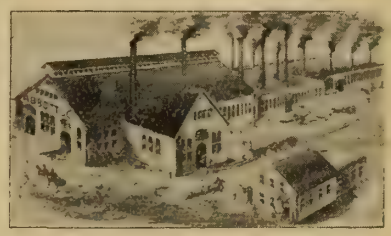
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

Abbott & Co.

ROLLING MILLS

Rhode Island Pattern Horseshoes.



Korrect Shape. Quality Guaranteed.

AND FACTORIES

MONTREAL

TRADE MARK J REGISTERED

"JARDINE"

HUB BORING MACHINES . . .

This machine shapes and sizes the hole in the hub automatically. They are easier running, and do more and better work than any other.

A. B. Jardine & CO.,

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

REGISTERED TRADE MARK.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 22, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X.	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X. "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½
Allandale, I.C.	2 90	3 00
" I.X.	3 65	3 75

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	....	1 65
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	...	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 30	....
26 "	2 40	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades, in small lots:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 18
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11½	0 12
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb.	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
f.o.b. Halifax, St. John, Montreal, Toronto	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ocbre	....	¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 15
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 35

Linseed Oil.

Raw, per gal	0 45½	0 47
Boiled, per gal	0 48½	0 50

eight allowed. Price 2c. less Toronto, Hamilton, London.

Turpentine.

to 4 barrels	....	0 43
5 to 9 "	....	0 42
10 to 15 "	....	0 41

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 08½
Small lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 [illegible]
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 2
Thin card wads, in boxes of 1,000 each, 10 gauge	0
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each—

	Pe M,
11 and smaller gauge	0 65
9 and 10 gauges	0 75
7 and 8 gauges	0 90
5 and 6 gauges	1 10

uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	'30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross / " Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

inc discount	3 90	4 0

opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15

Bolts.

Carriege, dis.. 60 p. c. off new list.
Tire, dis., 65 and 10 per cent.

Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
illar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to nch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25

Cement.

Canadian, Portland	2 30
English "	2 50
Belgium "	2 25
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

D isy or Leader, dis. from factory, 65 per cent.; from stock, 63 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P .S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

doz	90	1 75

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent.
Kearney & Foote, 60 and 10 per cent.
Nicholson File Co., 50 and 10 per cent.
Heller's Horse Rasps, 45 per cent.
Jowitt's, English list, 25 to 30 per cent.
American, 60 and 10 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto. London is 5c. higher on Star and 10c. on Double Diamond.

Pilkington.

Ordinary.	
1st break	2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	68

Picture Glass.

Pilkington's Ordinary.	
1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

GLUE POTS.

inned, each	0 30
Enamelled, each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 50	4 25

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net, 50 to 25.

Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 35 per cent. rev. t.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per lb	3 65	3 75
12 in. up, per lb	265	2 75
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 60	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet.

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz.... 0 50 6 JC
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   Basis—50 to 60 dy................ 2 30
   40 dy.................... 2 35
   30 dy.................... 2 40
   20, 16, aud 12 dy.......... 2 45
   10 dy.................... 2 50
   8 and 9 dy............... 2 55
   6 and 7 dy............... 2 70
2. American pattern only—
   From 4 to 5 dy............ 2 90
   3 dy (lath)............... 3 30
3. Canada pattern only—
   From 4 to 5 dy............ 2 70
   3 dy (lath)............... 3 20
   3 dy, A.P. fine............ 3 90

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.

Wir Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more

Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz....... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz............... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L...................... $ 50 00
No 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6............................. 175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 50, 10 and 5 per cent.
Iron " dis. 60 and 5 per cent.
Tinned and black rivets, 60 and per cent. to 65 and 5.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6¼	00	8½
¼, 5-16, ⅜ in..............	6¾	00	9
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire............ 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan&Haynes, per ft..................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 5C
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz................ 8 75 9 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p. c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish...............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish.................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.............. 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights 40
" " tinned 45
Swedes, cut tacks, genuine, blued and tinned.............................. 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned............ 40
Zinc tacks.............................. 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 42½
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 5

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

Carload Lots and Under.

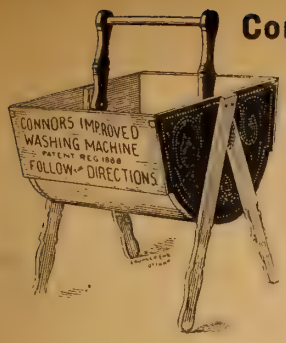
Galvanized, 2 barb, 2½ and 5 inches apart.............. 2 70 2 75
Galvanized, 4 barb, 4 and 6 inches apart 2 70 2 75
Galvanized, plain twist, all.. delv'd.................... 2 70 2 75
Plain twist.................... 2 70 2 75
Steel Staples 2 70 2 75
Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 50 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....



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Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

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36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent

"BUILD TO-DAY THEN, STRONG AND SURE. WITH A FIRM AND AMPLE BASE." —Longfellow.

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WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

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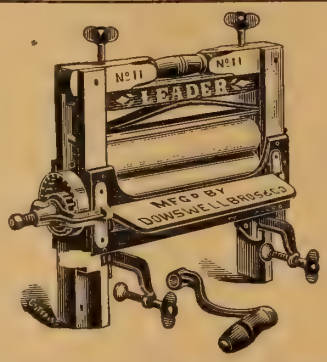

THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts, All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . **MONTREAL**

and Meakins & Sons, Hamilton.

✳ The OLD WOODEN BUCKET MUST GO ✳

Indurated Fibre Ware.

NO HOOPS, NO JOINTS, CANNOT LEAK, SWELL, OR WATER SOAK.

The E. B. EDDY Co.
MAMMOTH WORKS
HULL, CANADA.

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

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Twelve Medals

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International Expositions
Special Prize
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HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

THEY ALWAYS WANT 'EM AGAIN!!

FROM OUR CUSTOMERS IN GALT.

"GALT, ONT., Feb. 1896.

"Messrs. THE JAMES ROBERTSON CO., LTD.,
"TORONTO.

"DEAR SIRS,—We have much pleasure in stating that our customers are all well pleased with your Perfection Wall Finish. Large numbers duplicated their orders after seeing the results. We expect to sell much larger quantities this season. It's A 1. "Yours respectfully,

"ALLAN & MCKENZIE."

FROM THEIR CUSTOMERS IN GALT,

"GALT, ONT., Feb. 1896.

"Messrs. ALLAN & MCKENZIE.

"DEAR SIRS,—In May, 1895, we applied Robertson's Perfection Wall Finish to the ceiling and walls of our Sabbath School Room with the very best results. It is giving good satisfaction and is handsome in appearance.

"Yours truly,

"C. C. MCLAURIN, Pastor Baptist Church."

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

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Langwell's Babbit, Montreal

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HARDWARE
AND METAL MERCHANT

VOL. IX | MONTREAL AND TORONTO, JANUARY 30, 1897 | No. 5

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Best Anti-Friction Metal for all Machinery Bearings

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for Galvanized Sheet Iron is that established by "Queen's Head" brand—10-lbs. per sheet of 72 x 30 x 28-Gauge, and 11½-lbs. for 26-Gauge. If comparing price with brands weighing 15 or 20 per cent. more, take the price per sheet, and bearing quality in mind, you will find it as true as ever that while you can buy lower-priced Iron than "Queen's Head," you can't buy cheaper.

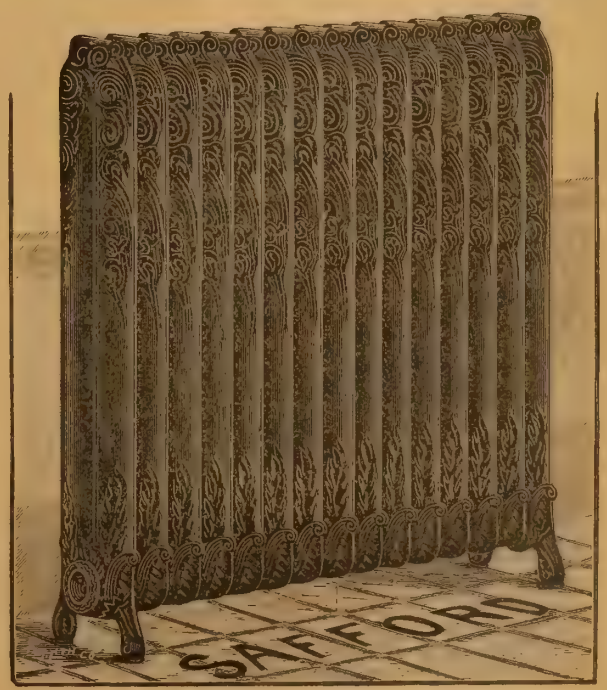
Largest Manufacturers under the British Flag

The Best never fails—
SAFFORDS ARE THE BEST.

"Safford"
PATENT {SCREWED NIPPLE
Radiators

ARE GIANTS OF EXCELLENCE

No Bolts, no Rods, no Packing. All designs registered—Names copyrighted—Beware of imitators.



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MECHANICS' TOOLS, BUILDERS' SUPPLIES,
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BAR IRON, STEEL AND METALS.

BRASS BEDS, TILES, GRATES,
MANTELS, HOUSE FURNISHINGS.

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(LIMITED)

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Heavy Copper Tea Kettles

BOOTH'S PATENT

PRICES ON APPLICATION

The Booth Copper Co., Ltd.

123 QUEEN EAST - TORONTO.

YOU WANT OUR

Factory Milk Can Trimmings

THEY ARE MADE TO STAND THE WEAR AND TEAR
THE TRADE ENDORSE THEM
THE PEOPLE USE THEM
YOU BUY THEM AND YOU'LL LEAD

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, JANUARY 30, 1897 No. 5

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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and
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AT THE PARTING OF THE WAYS

RECIPROCITY with the United States is again becoming a much mooted question. It is also a most important question.

Canada's best market is the home market. The next best under normal conditions is naturally that which is nearest to us. And as the United States is right at our doors it naturally follows that, in its broadest sense, it should be, next to the home market, our best customer.

That it is not so at the moment does not alter the case. Remove the abnormal conditions, and the fact would soon be proved.

These abnormal conditions have not all been created on the other side of the line. Canada has done some contributing.

But there is this difference: The one was actuated with a desire to maim a rival that promised to be formidable, while the other was moved by the first law of nature —the instinct of self-preservation.

The at least modification of these abnormal conditions is the end and aim of the proposed reciprocity treaty.

There was a time when Canada hungered and thirsted for a reciprocity treaty with the United States much more than she now does. But that does not detract anything from the importance of the movement.

The consummation of an equable treaty would mean, on the one hand, the development of closer relations with the United States commercially, and on the other a lessening of our concern regarding our commercial relations with Great Britain.

The way in which our export trade to Great Britain has developed during the past few years is due, in no small degree, to compulsion rather than to choice. In a good many instances we were squeezed out of the United States markets before we began in earnest to cultivate the British market. Naturally, with the cause of this diversion of trade removed, there would at least be an attempt to again turn trade into its former channel.

But while we want freer access to the United States market, and are willing to give them freer access to ours, Canadians do not propose to pay more than a fair market price for the privilege. It must be a straight up-and-down business transaction. We do not want any undue advantages; neither do we propose that the party of the second part shall. We want a treaty that will be fair to both contracting parties. Any other will only be unsatisfactory, and consequently short-lived. Neither do we propose to be a party to any discrimination against Great Britain.

The Motherland was a friend in need, and we propose to be a friend indeed. For some of our products Great Britain will probably always be a better customer than the United States. Therefore, even from a financial point of view, it is better that we should be honorable.

Whether or not a reciprocity treaty with the United States will be consummated remains to be seen. At present Congress seems more concerned about reciprocity treaties with South American republics, with little civilization and small purchasing power, than with Canada.

The why and the wherefore of this strange and short-sighted policy of the United States is doubtless founded upon the belief that in her Canada moves, lives and has her being.

A greater mistake no nation ever made. Canada's destiny is not in the United States. Nor is it in Great Britain. It is in herself.

We very much want freer trade with the United States. But we want still more to preserve our national honor and entity. And if we cannot get the one without maintaining the other we do not want it.

We are at the parting of the ways. If the United States is willing to be a party to a fair and honorable reciprocity treaty, Canada is willing. If not, there is no harm done. But Canada will be induced thereby to take another step in the direction of Great Britain.

When snow falls the volume of business rises.

BOLT MAKERS CANNOT AGREE.

Disintegration appears to have struck the nut and bolt associations in the United States.

There are four organizations in all, namely, the Machine Bolt Manufacturers' Association, the Common Carriage Bolt Manufacturers' Association, the Nut Manufacturers' Association and the Stove and Tire Bolt Makers' Association.

These organizations have only been in existence about a year, but it has been long enough to prove that, under existing conditions at any rate, they could not well hold together.

Last week a three-days' session of the organizations concerned was held in New York, but no scheme for a continuance of a uniform basis for prices could be agreed upon, and so it was decided to leave the market open for each company to make its own terms. It is understood, however, that the Stove and Tire Bolt Makers' Association will still adhere to the list agreed upon at the meeting held in December last.

MR. EDWARD GURNEY.

IN the year 1843 two brothers, Edward and Charles Gurney, came from the state of New York into Upper Canada, and settled in the then town of Hamilton. In those days the lines were pretty strictly drawn between the Yankees and Canadians, and these men had reason to complain of the limitations under which they were placed because of their nationality. But soon the name came to be a synonym of thrift and industry, and their nice sense of honor commended them to their neighbors. It was not long, therefore, before they took first rank as citizens of that burg. Although always interested in public affairs, they never became what might be called technically public men, rather shrinking from that designation. They could not be called colorless in relation to religion or politics, and they were dominant in business in the community in which they lived. Both of these men maintained a good name, acquired throughout long life, and have passed to their reward.

Mr. Edward Gurney, the subject of this sketch, was the son of the elder of these two brothers, and claims special interest to-day because of his recent election to the responsible and honorable position of president of the Toronto Board of Trade. Born in the town of Hamilton (for it was then only a town, in the year 1845), he was educated in the private schools of that town, which immediately preceded the establishment of the public school system, and speaks with some humor of the earnestness displayed by the masters of those days in their methods of discipline. He passed through the different forms of the common school, and, with a short interregnum amongst the Quakers of Prince Edward County, and another short period at the Phillips Academy, of Hamilton, may be said to have finished his education in the common school.

The conception of practical education which we hold now was not then even new, but was held by the father of this particular boy, who, during the holidays and other intervals in the process of ordinary education, compelled his son to take the practical education of an apprentice in the different departments of the foundry business.

On leaving the school Edward Gurney passed into the hands of another schoolmaster, namely, the manager of the business, who advanced him grade by grade until he in turn was fitted for the management of a business of this class.

Mr. Gurney always speaks in high terms of this man, who taught him to read, or, in other words, gave him a taste for the best literature, at a time when without such guidance he might have made a less valuable selection for himself.

In 1869 the firm of E. & C. Gurney purchased the business of the late John McGee, of Toronto, which business was placed in charge of the subject of this sketch, who has resided in the "Queen City" since that date. At the end of the first five years of business here, the advance had been so marked as to require the erection of larger premises. The present site was selected on King street west, and buildings erected, which indicated by their size a good deal of faith in the future of Canada and in the executive capacity of the man in charge, as measured by the judgment of the proprietors. From time to time these premises have been largely increased, until to-day they are easily the largest of their class in the Dominion, and take rank with the large concerns of the United States. In 1891 the firm was turned into a joint stock company, under the style of the Gurney Foundry Co., with Edward Gurney as president.

Mr. Edward Gurney, President Toronto Board of Trade.

In 1887 Mr. Gurney established a branch of the business in Boston, Mass., where he spends a small portion of his time, that concern being so organized as not to require a very great share of his attention; the same remark might be applied to the Gurney-Massey Co., of Montreal, which was also established under his general direction.

The remarks made concerning the attitude of the father and uncle of the subject of this sketch may be said to apply quite justly also to him. While not willing to avoid any responsibility that belongs to him as a citizen, he has successfully resisted hitherto every attempt to bring him into public life of the city or the Dominion, and although he may be said to be amongst our well-known citizens, he cannot, up to this time, be held to be a public man. HARDWARE AND METAL hopes, however, that this will not always be so. The country is in need of practical business men who will devote their time to public affairs.

As a business man Mr. Gurney ranks high. As already intimated, he began at the foot of the ladder, and the knowledge which he gained while climbing to the top has been invaluable to him: To-day he can stroll through the molding shop and, at a glance, tell whether this or that workman is doing his work properly or not, and in the business office he is fully cognizant of all the details. Like an able-bodied seaman, he knows every rope.

The head of such a firm as that of the Gurney Foundry Co. should necessarily be a far-seeing man. Mr. Gurney is well equipped in this respect, and, if anything, to a more than usual degree. He is a stickler for system, and, for new ideas for the promotion of his business he is ever on the outlook, while his judgment is sound and frequently sought after. Besides his business qualifications, he is a persistent reader and a deep thinker. And his reading and thinking have made him one of the most broad-minded of men. Toward his employes his disposition is the most kindly, and he has men in his employ to-day who came with him from Hamilton in 1869.

Another thing that is peculiar with Mr. Gurney is his temperament. "During all the years I have been associated with him," said a friend of his to HARDWARE AND METAL, "I have never once known him to lose his temper."

The Toronto Board of Trade is to be congratulated upon its new president, and it is to be hoped that now Mr. Gurney has stepped into a semi-public position he will ultimately be persuaded to take that other step which will make him a full-fledged public man.

PLATE NAIL LIST CHANGED.

While no changes were made in the price of horse nails at the recent meeting of the association, it was decided to revise the list regarding plate horse nails. And this revision has led to a material change in the price.

The list price per pound is now : No. 1, $3; No. 2, $2; No. 3, $1. The old list was $1.50, $1 and 75c. respectively. This means an advance of from 33⅓ to 100 per cent.

This nail is, of course, very little used. And manufacturers say they were compelled to advance prices in order to make business in this line pay.

GUELPH ROLLING MILLS.

THE second annual meeting of the shareholders of the Norway Iron and Steel Co. was held at Guelph on the 18th inst., Mr. James Watt, president, in the chair. Mr. James Naismith acted as secretary.

After confirming a bylaw the president read the annual report of the directors and the financial statement, which, after addresses from him, the directors and several shareholders, was adopted. The report referred to the depression in trade and to the fact that owing to undue competition bar iron was at present being sold at a price that it could not be manufactured for at a profit. Another reason for the present low price is the fact that all the mills are selling off their stock as quickly as possible in anticipation of a change in the tariff. In consequence of those circumstances the position of the company is not so good as anticipated, but it is hoped that with continued careful management, a rise in the price of bar iron and possibly favorable tariff changes, business for the present year will be more prosperous.

The shareholders determined to support the directors in keeping the mills actively running, there being more work ahead than at any time since the business was commenced.

The following directors were elected for the current year: Messrs. James Watt, C. Kloepfer, J. E. McElderry, A. R. Woodyatt, Andrew Tolton and Thos. Holliday, honorary director.

Messrs. John Mitchell and Thos. J. Jackson were appointed auditors.

A vote of thanks to the directors for the past year concluded the business.

At a meeting of directors held immediately after, Mr. James Watt was elected president; Mr. C. Kloepfer, vice-president, and Mr. James Naismith, secretary.

The earnest student of window dressing of to-day becomes the valued expert of to-morrow.

LEASED INCREASED PREMISES.

Caverhill, Learmont & Co. have leased the building formerly occupied by Kinloch, Lindsay & Co., a few doors down the opposite side of St. Peter street from their present warehouse. They will do the metal and heavy hardware business lately kept in stock by their confreres, Crathern & Caverhill, who, we understand, are transferring orders to the former firm to be filled.

SEND FOR CYCLE CATALOGUE.

IVER JOHNSON AUTOMATIC

...AND...

IVER JOHNSON HAMMERLESS

REVOLVERS

These Firearms have for 26 years been the leaders throughout the world. We undoubtedly manufacture more fine pistols than all the other makers in the United States combined. Our goods are standard and they are money-makers. Hardwaremen, dealers and jobbers are invited to correspond. Catalogue sent upon application.....

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass., U.S.A.

THE TARIFF COMMISSION.

A LARGE audience gathered in the Council Chamber, Halifax, Thursday morning, to listen to the statements of the different interests represented at the first sitting of the Tariff Commission. The trades represented were : dry goods, hardware, West India, wholesale grocers, fruit, cocoa and chocolate, and tobacco.

Hon. W. S. Fielding presided, and with the other members of the Commission, Messrs. Cartwright, Paterson and Borden, frequently questioned those that appeared before them on points touched in their statements.

Mr. A. M. Bell, on behalf of a delegation of hardwaremen, presented the following statement :

In presenting our views on the important matter of the tariff of the country, we wish to say that we do so from the standpoint of distributors—that very important class in every community, who furnish in the country in which they reside the commodities which are required by the public. In doing this we not only look outside our own country and search out the manufactures and commodities of other lands, but also, in connection with wares which are the product of our own land, we are recognized alike by manufacturers and consumers as a necessary medium between these two.

This being our position, the rate of duty which shall be levied as a whole is not a matter in which we feel disposed to express an opinion ; we realize that the requirements of the country render a fairly high tariff a necessity. As, however, we as a class come into contact with the working of the tariff more perhaps than any other class in the community, we wish to point out certain inequalities and faults in the present tariff, as it affects the goods we handle, and to suggest certain ideas which we would consider to be improvements.

SIMPLIFICATION.

The first and perhaps the principal plea we make is for simplification, and in doing this we feel that we cannot better present our case than by saying that we endorse very heartily what was so well stated by Mr. Learmont, of Montreal. Every difficulty he pointed out we meet with every time we enter goods at the Customs, every inconsistency is as apparent to us as to those whom he so ably represented. Were further illustrations necessary we would respectfully call your attention to one or two other items ; thus, a citizen in receipt of a good income is building a comfortable mansion. He can afford panel doors, and these are hung with butt hinges which pay as builders' hardware 32½ per cent. ; but in the next street a poor man is striving to put up a cheap building which he may call his own ; he is not able to afford panel doors, and has to hang his cheaper batten door with T hinges, on which he is taxed 1c. per pound and 20 per cent, equal to 51 per cent. on the average value of these articles. When they come to fasten the hinges to the doors, the difference in the rate of duty paid by these two classes in society becomes even greater ; for if the man who is in better circumstances is sufficiently well off to afford the luxury of brass or bronze hinges he will only have to pay a duty of 24 per cent. on his brass screws, while his poorer neighbor in using iron screws will pay various rates according to the size, from 46 to 78 per cent. of their value.

There is one recommendation of Mr. Learmont's with which we do not agree. We refer to the matter of an authorized list of all articles on which as importers of hardware we might be expected to pay duty. Rather we would urge that the tariff be so thoroughly changed that no such list would be necessary, and that all hardware coming into the country, whether builders' hardware, or house furnishing goods, or carriage hardware, or cutlery, or tools, or hardware by whatever name it might be called should come under one head, and we would respectfully suggest as our idea that part of the tariff of 1879 which deals with such articles.

Among other reasons which we might urge in support of our plea for simplification we would mention the difficulty of securing a uniform interpretation of such an intricate tariff as the one at present in operation. Not infrequently quotations are asked on the same goods from importers in different places, and it also not infrequently happens that the collectors or appraisers in the several places apply different rates to the same article ; for instance, I hold in my hand what is known in the hardware trade as an iron screw hook, and we would point out that this may be correctly described under at least three different heads, and may at three different ports of entry be taxed at three different rates ; thus, it may be assessed under clause 272 as a screw of iron not otherwise provided for, and pay a duty of 30 per cent. ; in another port it may with equal correctness be considered as builders' hardware, and pay, under clause 286, 32½ per cent., and in still another port the collector or appraiser may be certain that he is making no mistake in deciding that it is a manufacture of iron and it may there escape, under clause 317, with the lighter rate of 27½ per cent.

Of course this particular article is not of any great commercial value, and is only used as an illustration of what is happening every day with these and other articles of greater importance.

TARIFF INEQUALITIES.

A matter of greater injustice, and one which is only rendered possible by the fact that the present tariff was avowedly framed to suit the ideas of one class in the community, is that one person may enter goods at a lower rate than another, see sections 700, 706, 730, 754, 762, and other similiar clauses. Thus, a manufacturer with capital may import certain of his raw material free of duty, but should he lack capital, and require the services of a middleman, he will be unable to compete with his wealthier neighbor ; inasmuch as the jobber will have to pay a duty of 27½ per cent. ; also the jobber outside of Canada may arrange with the manufacturer of the articles specified in these sections to supply them to the parties in the Dominion of Canada who use them, and may make a commission on the trans-

action ; but if a jobber in the Dominion attempts to do this business, he has either to import each lot separately and in the name of the party by whom it is to be used, or be met at the Customs with a duty which will not permit him to compete with his more favored rival outside the country.

Again, we find in the tariff a clause by which mining machinery of a kind not manufactured in Canada may be imported free of duty. A merchant has travelers visiting the mines to sell them supplies. He therefore seeks out the manufacturer of such articles, to arrange with him to sell his product ; a competitor doing business of a similar character, but whose place of business is at Boston, also visits the same manufacturer on the same errand. To both of them the manufacturer makes the same conditions. "My price for these articles is $20 each, but on condition that you will purchase not less than 20 at a time, and will send travelers to push sales at your expense, I will make a rebate of 10 per cent., which will enable you to supply your customers at as low a rate as if they bought from me direct." Each of the two enters into such an agreement, and each starts to canvass the same territory, each disposes of ten of the machines on the first trip. What is the result? The American jobber has the articles sent to his warehouse, from which he ships to the miners direct, and they are able to enter them under the above clause free of duty ; the jobber in Canada cannot bring these in like manner to his place of business where he may equally with his American competitor expose them and advertise them for sale without being handicapped by the imposition of a duty of 27½ per cent. He has contracted to take 20, and he has to enter 10, specifying the particular mines for which they are intended, but must pay for the balance, and leave them in the hands of the manufacturer at his own risk, and possibly at the expense of storage, or if the manufacturer insists that he must take delivery, will have to pay such a duty that he will not be able to sell them without serious loss.

POST ENTRIES.

Another cause of complaint is the matter known as post entries by which after the duty decided on by the proper officials who represent the Government has been paid, and in many cases after the goods have gone into the hands of the consumer, and it is no longer possible for the importer to collect the additional amount, a higher rate is demanded by the powers at Ottawa, and this has to be lost by the importer. We would respectfully claim that this only means a difference of opinion between two different officials, either of whom may be right, and we would plead that even when it is found that the decision of the local collector or appraiser is, in the opinion of the Controller of Customs, not correct, that no retrospective action should be taken, at least where goods have passed out of the hands of the importer, and when it can be shown that there would be a genuine hardship in the case.

VALUATION FOR DUTY.

Still another matter to which we would ask permission to call your attention is the clause by which importers are required to pay duty on the value of the goods for consumption in the country in which they are manufactured. Under this regulation the products of certain well-known manufacturers are assessed at much higher rates than those at which they are invoiced, while similar goods made by manufacturers of less prominence are passed at invoice value simply because the Department has no instructions on their particular goods.

We plead that this clause is inoperative, inasmuch as neither the importer nor the Customs Department can possibly know whether the goods being imported are invoiced at prices for home consumption ; and, further, that it is manifestly unfair, as doubtless in many cases invoices are presented at much higher figures than the goods are sold at to some other person in the country in which these were bought, and there is no provision for a refund on this account. We would respectfully urge that the duties be collected on the bona fide value at which the goods were purchased.

OBJECTIONABLE AFFIDAVITS.

Another matter to which we would ask your attention is the nature of the affidavits which all importers are required to take when entering goods ; these seem to have been drawn up by an expert who rightly wished to cover every point in the law so that there might be no infraction on the part of dishonest importers ; but some of them are so framed that they are highly objectionable. Thus, an importer is required to swear that the invoice he presents exhibits the fair market value of the goods for consumption at the time and place of their exportation to Canada; we say that this presumes a condition of affairs which does not exist in actual practice, as in most cases the importer is ignorant of any other value except that on his own invoice ; but as he is required to take this affidavit in order to get his goods, he subscribes to it, and in many cases is then told that he has sworn to what is untrue and that the Department has information that the

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prices for home consumption on that particular article are much higher ; this is bad enough, but even after the enforced amendment is made, he is still forced to take an affidavit which he has already been informed is incorrect.

Take, for example, the matter of cross-cut saws, made by Henry Diston & Sons, of Philadelphia. These are bought by Canadian importers at 60 per cent. discount from their published list, but the Department demands 32⅓ per cent. duty on a discount of 54 per cent., making a duty of 26 per cent. instead of 32½ per cent. Now, I hold in my hand a letter from Messrs. Diston, in which they say the discount for home trade is 60 per cent. With this in his possession, no importer need have any scruples in taking this affidavit, and in still demanding the higher rate the Department virtually says that the importer is a perjurer and Messrs. Diston are aiding him to lie. Such treatment might be expected in Russia or Turkey, but is certainly unworthy of advanced Anglo-Saxon civilization, and we look, gentlemen, to you to have a more reasonable affidavit prepared.

In the matter of nets, lines, twines, etc., we are not allowed to take the affidavit by attorney, but are required to attend personally to attest in the case of such entry that the goods are imported solely for use in the fisheries, and that no part of the same will be used, sold or disposed of by me or by any person in my employ, for any other purpose than for use in the fisheries as provided by the tariff now in force. We would say that a large majority of these goods are not sold by the importer to the fishermen direct, but to traders and outfitters, who in their turn deal directly with the fishermen, and that while, to the best of our knowledge and b lief, the goods so sold will be used in the fisheries, yet, the trader is under no obligation not to use these goods for other purposes if he should wish to do so. In other words, it is practically impossible to follow all the goods to their final destination, and even then, after having been used for fishing purposes, they may be subsequently diverted to other uses. Let me illustrate by a transaction which actually took place in an establishment in this city.

A much respected judge of the Supreme Court of the province called and stated that he wished to purchase a net ; now, as the gentleman in question lived near the sea, in a place where nets were used, there would have been no infraction of the affidavit in supplying his wants, but he happened to mention that he wanted to use it for protecting his strawberries from the depredations of birds, and was informed that under the circumstances he could not be supplied, because, as a matter of fact, all nets are imported under this affidavit ; but a happy thought struck the salesman. He had in stock a quantity of nets which had been imported by another house which had gone into insolvency ; no obligation was imposed on the subsequent purchaser with regard to these, and so he was able to cater to the demand of his customer. This will perhaps serve to illustrate the point, and we would respectfully plead that any goods which are admitted free of duty be so admitted without any such provisions as those referred to.

ROPE AND IRON.

There are two commodities handled by us on which we would like to remark : First, in the matter of rope, of which we handle large quantities, we would ask that if any alteration be made in the duty to be paid on this article, that whatever duty is levied be of a specific character, as it will be very difficult to get a uniform value on which to levy an ad valorem duty.

The other article is the much-vexed one of iron, in which we find very great difference in the rates levied on different varieties. For instance, in supplying the miner or lumberman with a lot of iron for various purposes, the bar iron which he may use for structural purposes and the heavy sheet iron which may be used for a flume for a large smoke-stack he will have to pay a duty equal to about 35 per cent. on its value ; while on thinner sheet iron which may be used for various other purposes the duty is only 5 per cent. In our city at present the Dominion Government has given a contract for the erection of a very costly armory, the roof of which is to be covered with galvanized sheet iron, and we would point out that a premium equal to 15 per cent. on the value of this part of the structure is offered if only the material used is made thin enough and consequently less durable.

In conclusion we would say that many of the discrepancies which we have endeavored to point out are not at first apparent, and that is because in many of the cases we have cited, the duty is in whole or in part specific, thus covering up the fact that it is a very heavy proportion of the value. We also wish to disclaim any spirit of antagonism to the manufacturers of the country ; as we have already said, we consider the matter of distribution to be essential both in the case of domestic and foreign products ; we recognize that such a country as Canada must of necessity be a large importer of foreign goods, and we only plead that in the proposed revision of this important matter of the duties to be collected on imports, these difficulties connected with that branch of industry which we represent, be removed.

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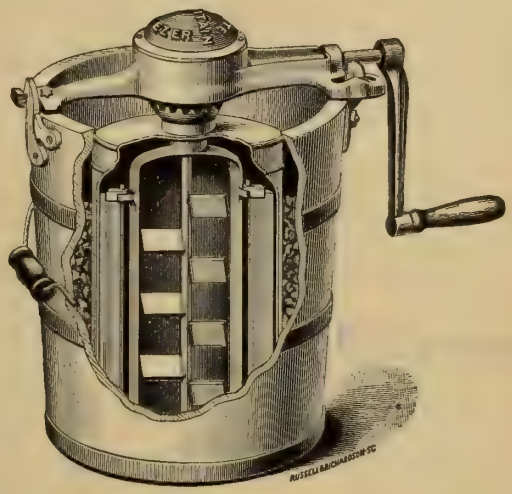

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After concluding his paper, Mr. Bell, in answer to questions by the Commission, argued in favor of the privilege of an importer being allowed to pay duty on the lowest possible invoice at which he can buy. The dishonest importer should be punished, but the honest one, the one who wishes to be honest, should not be made to suffer in order to prevent dishonesty. Mr. Bell, even in the case of "slaughtered goods," thought there should be no difference in the duty on invoices. He thought no manufacturer would sell goods without a profit. If he sold at a lower price abroad it only showed that at home he was getting a still better profit.

Hon. Mr. Paterson: Supposing there was no fixed standard for duty, what would be the effect, comparing the honest and the dishonest importer? He spoke on behalf of the honest importer.

Mr. Bell: I do not think the present system a proper preventive of dishonest practices in invoicing.

GOLD MINING SUPPLIES.

J. D. McGregor, of New Glasgow, said that gold mining was carried on in Nova Scotia under great difficulty, and the work was very hazardous, and therefore difficulties should not be put in the way. Dynamite is an article largely used in this industry, but the I.C.R. will not carry it. In some places it has to be trucked over 30 miles of rough road. We have just as much respect for life and limb in Nova Scotia as they have in Ontario and Quebec, and yet the C.P.R. and Grand Trunk carry it. The I. C. R. should do the same. This confines us to one market.

Sir Richard reminded Mr. McGregor that this was a matter for the Minister of Railways, and he would bring it to the notice of Mr. Blair.

Mr. McGregor advocated a reduction in the duties on candles. They cost 10¾c. per lb., and the duty is 5c., or over 50 per cent. Oil cannot be used in the mines, as it interferes with amalgamation.

J. D. Copeland, Antigonish, wanted an inspection of dynamite. Miners buy a box marked 50 per cent., but do not know what percentage of nitro-glycerine it contains.

Sir Richard questioned Mr. Copeland at length on gold mining in Nova Scotia, and expressed surprise that low-grade ores could be mined with profit.

Jeffrey McColl, of New Glasgow, said that he, being interested in gold mining, was not asking for reduction of duties. If they are required for purposes of government he did not object, but if they are levied for the benefit of certain privileged individuals he most emphatically objected. To-day there are at least 2,500 men directly engaged in this industry in Nova Scotia, and they are as much entitled to recognition as the iron miners and workers.

Sir Richard: Do you want a bounty?

Mr. McColl: Yes; but only a small one; merely enough to show that we are recognized.

Sir Richard: Is this an infant industry?

Mr. McColl: Yes. But it has died and came to life several times. The iron miners get a bounty of $2 per ton on every ton of iron they produce. We want that on every ton of gold.

Sir Richard: Will you be content with the same, $2 on every ton of gold? If so, you are easily satisfied.

Mr. McColl: Yes, we only ask for recognition. If the bounty is right in one case it is right in the other. If the iron bounties were used for the purpose of insuring the lives of employes or paying sick rates we would not object. But they are used for the purpose of putting money in the pockets of capitalists who have enough already. The iron industry is making more paupers than any other industry in the country. The I. C. R. should carry dynamite on the same terms as the G.T.R. and C.P.R. If the iron industry is entitled to a bounty, the gold mining industry is entitled to one also. He had spoken to several farmers, asking them to be present, and also put in a claim for a bounty. They are as much entitled to a bounty of 20 per cent. on every load of hay or bushel of potatoes they produce. While you pamper one class at the expense of another you can never make the people prosperous and happy.

Mr. McGregor submitted the following paper, which was to have been read by Geo. W. Stuart, who was unavoidably prevented from attending.

In compliance with the request of many of the mining men of the province, and my own desire as well, I beg to express my views on the question of tariff reform.

At once let me say that if this province desires to increase and retain her population she must do so by encouraging her mining industries by at least removing the present existing barriers. Under the present existing state of affairs perhaps a few questions asked will not be considered impertinent.

First. Why should one mining industry receive large bounties on their product, and other mining industries in the same province, of much greater importance, receive none?

Second. Wherein is the consistency of giving a bounty on the product of a mine, and at the same time placing a prohibitory duty on the articles used in the prosecution of the work in the same mine, causing them to cost from 35 to 75 per cent. more than they would were they on the free list?

Third. Why should the largest and most important industry of a country be handicapped by prohibitory duties on the articles used in the prosecution of such industry, where such prohibitory duties benefit only smaller industries, representing less than 1 per cent. of either the labor or capital represented by the industry handicapped?

The above questions are pertinent to the position of the leading industry in this country to-day.

I beg to present more particularly the gold mining industry of the province, and I do not hesitate to say to you that the future success of Nova Scotia largely depends upon the development of her gold mines. We have immense depositts of low grade ore, that can only be worked profitably under the most favorable circumstances. These deposits are now lying idle, and will remain so until we can obtain our supplies at the lowest possible prices. Permit me to tell you, as a practical mine owner, that it is not the wage bill that usually closes a low grade mine. It is the supply bill, such articles as explosives, steel, candles, picks, hammers, shovels, mercury, oil, etc. Usually the cost of explosives, dynamite, exceeds the cost of all other supplies. If you will consult your blue books, you will find while we have had to pay excessive prices for these articles, particularly the latter, the revenue has not been increased thereby, as the duties are practically prohibitory.

As I have said, the mining industry is the most important of any in this province. If you want to encourage it, and make the province equal in prosperity to any of the other provinces in the Dominion, you cannot be too sweeping in the abolition of duties on all articles used in its prosecution.

In justice, however, to the manufacturers of heavy machinery, such as boilers, en-

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gines and stamp mills, I am bound to say there seems to be a sufficiently healthy competition, that such articles have been supplied us at rates probably as low as they could be imported were they on the free list.

Regarding the cost of dynamite, none of the other provinces have suffered as we have in Nova Scotia, as we have been deprived even of the benefit of Canadian competition owing to the restriction on the carriage of this article by the Government over the I.C.R. rails. This restriction is said to be on account of the danger in transportation. Both the C.P.R. and G. T. roads carry dynamite; so also do all American roads, so far as we have been able to learn by enquiry. This extraordinary precautionary measure, ostensibly for the care of public life and property, that other great transportation lines do not recognize, has resulted in many of the smaller consumers of dynamite clandestinely carrying this article in their valises in passenger cars.

I may say to you that all the above representations have been made from time to time to the late Government. They were waited upon by committees, and memorialised by societies and communities, and the most earnest private appeals were made to them on the subject, yet all to no purpose.

In conclusion, let me say that in expressing myself as above I am expressing the sentiments and desires of nearly the entire population of this province, representing both capital and labor. Grant us these, our reasonable and consistent requests, and soon, very soon, the cheer of prosperity to the province will cause its bone and sinew to laugh at our neighbor's alien labor law.

We, the undersigned mine owners, concur with the principles of the foregoing letter, and commend it to the consideration of your Commission: New Egerton Gold Mining Co., by James D. McGregor; Modstock Mining Co., Ltd., by J. D. Copeland, president; Beaver Dam Mining Co., by J. H. Austen; Golden Group Mining Co., Ltd., by A. M. Jack, secretary-treasurer; Golden Lode Mining Co., Ltd., by A. M. Jack, secretary-treasurer; North Brookfield Mining Co., Ltd., and Tangier Mining Co., Ltd., by Miner T. Foster; Richardson Gold Mining Co., by Geo. A. Pyke, president; Mooseland Gold Mining Co., by John Peters; Griffin Gold Mining Co., by Henry C. Bauld; Oldham Gold Co., Uniacke Co., Harrington Cove Co., by G. L. Flawn.

SURGICAL INSTRUMENTS.

Dr. M. A. B. Smith advocated a reduction of the duty on surgical instruments, and the Commission adjourned.

THE COAL INDUSTRY.

Hon. Robert Drummond appeared as the representative of the miners. He read a statement of their case, which may be briefly summarized as follows:

The three mining counties of Pictou, Cape Breton and Cumberland give more employment to labor, pay more in wages, distribute more money in the communities and afford more wealth to the province than any other industry in Canada, considering the area they occupy, and the citizens are a most desirable portion of our population. The miners do not ask for themselves any increased, or, in fact, any protection, nor do they ask for reduction of duties on any article. The request for a duty on anthracite coal would be a reasonable one, but he said they would not make it, but simply ask that coal imported from foreign rival counties be made to bear its proper portion of taxation—since a tariff is necessary—and that consideration should be given to those industries in which a large capital is invested.

In 1875 the total consumption of coal in the Dominion was only 1,350,000 tons, two-thirds of which was supplied from abroad. At that time the New England market was lost as the result of many circumstances, and distress prevailed in the province as the result of the depressing of the industry upon which hangs the prosperity of the province. The condition of things was very

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bad consequent upon very little work, which was due to the limited market.

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He said Nova Scotia coal could not compete with foreign coal because it is harder to win, it is harder to free from impurities, the roof is more tender and the mines more expensive to keep in good running order, requiring more power for haulage owing to their high angle. Much coal is lost owing to the high angle and to the softness of the strata, and skilled labor is required.

The coal interests should receive every just consideration owing to the fact that four-fifths of the cost of the article goes into the pockets of the laborers, because the mining and transportation of coal involves the expenditure of more money for labor than does any other product of Canada. A large variety of pursuits are involved in the process of distribution. So the industry is of immense importance to the working men.

The industry employs 6,000 men representing a population of 30,000, but the procured indirect labor employed affects the prosperity of 100,000 people, to all of whom coal is a finished product, far more expensive to manufacturers than products that contribute duties ranging from 30 to 200 per cent.

The coal oil of Ontario, so easily and cheaply procured, is protected to the extent of 150 per cent., while Nova Scotia, procured under more serious conditions, receives less than one-sixth that amount. Yet all he asked was that the present low tariff duty be not lowered. The former industry employs 1,000 men at most, with an annual production of $2,000,000; the latter 6,000 men and has an investment of $20,000,000.

Every 10,000 tons of Canadian coal displaced in the home market will decrease the provincial revenue $1,250, will take a month's living from 250 native miners and their families and give it to foreigners, will decrease our railway and water-borne freight and give it to foreign carriers, and will send $25,000,000 out of the country.

A home market has been secured in the upper provinces which would be otherwise opened to foreign coal coming as ballast, and $35,000,000 have thus been kept in circulation in Canada which would have gone into other countries, had it not been for the small protection extended.

H. A. Budden, of Montreal, said the imposition of the duties had a marked effect in increasing the imports of coal into Quebec ports. The effect of the duty as regards prices was to lower them.

R. H. Brown, General Mining Association, Sidney Mines, followed. He advocated a continuance of the duty on coal. He held that the average duty on coal was only 10 per cent. Anthracite coal should be called upon to pay its full share. The duty on bituminous coal should not be lowered until the general tariff was brought down to the 10 per cent. basis.

E. M. McDonald, of Pictou, appeared on behalf of the people of Westville. The sole prop of the town are the coal mines. He supported the present duty on coal for the reason that it is not a protective duty. When anthracite and coke are taken into consideration it will be found the duty is not a protective one.

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MONTREAL
TORONTO

H. M. Whitney, president of the Dominion Coal Co., appeared on behalf of that company. They yield one-half the output of coal in Nova Scotia. He also ventured to appear for the workingmen, who were so ably represented by Hon. Robert Drummond. He thought he could appear for Nova Scotia, which was the owner of the mines. The expenditures for roads, schools, etc., are mainly dependent upon the revenue from these mines. Therefore everything that tends to interfere with this industry is of general interest and concern to the people. Mr. Whitney went back into the history of the mines before the treaty was abrogated, and showed that since then the mines had to look for new markets. The increase in sales in Montreal has been attended with lower prices. A few years ago they took the properties at Cape Breton, believing that with modern machinery and methods they could make them pay a fair rate on the investment. They have built a railway to Louisburg; in short, they have spent in the last two years two and a half millions of dollars in improving these properties. Some mines pay better than others. If the duty is interfered with they will have to close down the unprofitable mines. The business in Canada is hampered in the St. Lawrence, by pilotage and wharfage. If the reciprocity treaty could have been continued the markets of New England could be held by Nova Scotians. Mr. Whitney spoke of the increase of trade between the provinces and Upper Canada during the past few years. He asked that the tariff remain as it is.

Asked by Sir Richard as to the endeavors of the company to build up an export trade, Mr. Whitney said they had contracted with the Boston and Maine for 100,000 tons, and also with the Maine Central and Grand Trunk, in all about 170,000 tons, and this in spite of the 40 per cent. duty. If the American duty were removed the export trade would be capable of greater development. Their competitors are the Pennsylvanie mines, which have to haul it 400 miles to a shipping port.

Mr. Arthur Drysdale spoke for the Springhill and Joggins coal companies. He handed in a statement which gives considerable information concerning the output of the mines, amount of wages paid, etc., and said that any change in the duty would be disastrous. These mines have to compete with Scotch coals at St. John. Last year Scotch coal was sold at St. John at $2.15 per ton and they had to compete with this.

THE PAINT INDUSTRY.

J. R. Henderson, of Henderson & Potts, next appeared for the paint manufacturers. He thought the duties not high enough considering the duties at present levied on raw materials. The duty on paints now amounts to 25 per cent. and on putty to 15 per cent., while he pays on an average 9¼ per cent. If the duty on linseed oil is to be retained, he wanted an increase in the duty of putty by 5 per cent., because that material is largely used in its manufacture. On varnishes and japans he advocated specific duties; and suggested they remain as they are now. Sulphate of barytes should have the duty on the crude article removed, and 20 per cent. on the manufac-

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads, Plumbago and Crucibles.

...We are Headquarters for...

Genuine SMITH AND WESSON Revolvers

AND CARRY A FULL LINE OF THEIR ARMS.

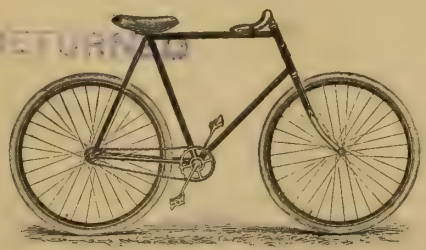
IVORY, PEARL AND RUBBER STOCKS IN AUTOMATIC AND HAND EJECTOR.

CAVERHILL, LEARMONT & CO., MONTREAL.

RETURNED to Williamson Feb. 17.

Phoenix Bicycles

Phoenix Bicycles



Stover Mfg. Co.

FREEPORT, ILL.

SEND FOR CATALOGUE AND PRICES.

AGENTS WANTED.

A complete line of parts for this wheel always in stock.

M. & L. Samuel, Benjamin & Co.

REPRESENTATIVES,

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 FRONT ST. W. TORONTO.

tured. He favored 25 per cent. ad valorem on linseed oil.

The Londonderry Board of Trade was represented by John D. Ferguson, who pointed out the importance of the iron industry to a large tract of country and urged the Commission not to make any changes which would in any way affect detrimentally the progress of the operations in Londonderry.

THE IRON AND STEEL INDUSTRY.

From New Glasgow came representatives of the steel works' employes, Thos. G. Mackay and Wm. Marshall showing how their prosperity and that of New Glasgow and the country round about felt the good influence of the steel industry. They stated that any decrease of duty would injuriously affect the employment of labor in it.

Mr. Meissner claimed that the duty on scrap iron should be equal to that on puddled bar. He admitted that the steel company had never paid a dividend and the present company had only paid one dividend. Recent extensions had been made out of earnings.

COST AND CAPACITY OF WORKS.

Mr. Meissner read a statement asking that vested interests be preserved which are based on protective tariff. Reduction might close down the works. If a change is made he asked for time and uniformity, and that any tariff shall be ample protection. Any system of tariff that is not based on the amount of labor and capital expended is based on wrong principles. From $3,000,000 to $4,000,000 was used in building the works, and during the last two years $9,237,000 were paid out in mining and milling. Londonderry Iron Co. increased the revenue of the Intercolonial Railway Co. by $100,000. Owing to uncertainty of present state, they cannot make any changes, either in repairs or improvements. They asked for uniformity of duty, and that specific duty, instead of ad valorem duty, be levied, as it is difficult to determine the exact value when dealing with ad valorem duties. The statements of upper province manufacturers that no company in Canada can make puddle bar was refuted, as it was stated that the Londonderry Iron Co. can make puddle iron as well as any other manufacturer in that article.

The Nova Scotia Steel Co. was represented by Messrs. John F. Stairs and Harvey Graham. The former gentleman spoke briefly, urging the deepening of the St. Lawrence canals as a means of facilitating return cargoes to the upper provinces and reducing freight charges. He said that iron was being produced at lower prices in the United States than in Great Britain, and claimed that the federal bounty paid to the Hamilton furnace should be reduced by the amount paid from the Ontario treasury. He endorsed what Mr. Meissner had said with reference to the duty on scrap iron.

Mr. Harvey Graham read a statement giving detailed information respecting the size and capacity of the works of the company, together with the statistics of raw material used, production, etc. Railway freight to Ontario and Quebec was $4.58 per ton on pig iron and 20 per cent. higher on steel. The proportion of the freight received by the I.C.R. was 60 per cent. If their works were closed down the loss to the I.C.R. could not be made up. They paid in railway freight, in 1896, $132,363, of which the I.C.R. got $90,000. The freight was more than the duty to some points in Ontario, practically leaving a net protection of only 94c. per ton. Reduction of the duties would give the market to the United States, not to Great Britain. He quoted prices of pig iron in the United States and Great Britain in support of this contention. Mr. Graham not only urged that the duty on pig and steel be retained, but also that the Bounty Act should be modified so that bounty could be paid on iron made from foreign as well as from native ore, and that the bounty on billets should be transferred to ingots. At present the company receive a bounty both on pig iron and steel billets. The net profits on iron were only $1.73 per ton. A reduction would simply wipe that out. He urged that the Commission should consider that before a single ton of pig iron could be produced $500,000 had to be expended in plant; that the company were large consumers of dutiable goods; that the ore costs at the furnace what was paid in wages; that the average duties on all iron and steel imported only averaged 24 per cent.; that wages in Alabama, outside of convict labor, are much lower than in Canada.

E. Lawson Fenerty wanted the duty continued on shovels and spades.

Mr. Forbes, of the Forbes Manufacturing Co., declared his preference for absolute free trade, if revenue could be raised in any other way than by Customs duties. He complained of being obliged to pay duty on returned goods, and objected to the arbitrary valuation added to bona fide invoices on bicycles.

Geo. E. Faulkner, representing Starr Manufacturing Co., presented a paper setting forth the views of that establishment. They are satisfied with the tariff. Total output is about $100,000. Employ 100 hands at busy season. Trade is most of a domestic nature, though they sell largely to England.

AT ST. JOHN, N.B.

The Tariff Commission began its session at St. John, N.B., on Monday. Before the hearing of statements began Mr. J. V. Ellis, M.P., addressed the Commission. Speaking generally he said he was in favor of tariff reform as laid down at the Ottawa convention, and then proceeded to express himself in favor of cheaper oil, a commodity used very largely here. He directed attention to the difference in the price of oils in the United States and Canada, referring especially to what they cost on each side of the border, where New Brunswick joins Maine.

Dr. Gilchrist, speaking as a King's County farmer, favored a protective policy generally.

Mr. Jas. Pender, representing the wire nail manufacturers, said that the tariff was all right as it stood, but if any change were made it should be in lowering the duty on nails and not by an increase on the rods, which were not and could not be made in Canada. He asked for a large rebate to cover the waste on horseshoe nails.

Ship chandlers asked that the duty on cotton duck, twine and all things entering into ships' supplies be reduced to 10 per cent., without which reduction the business would soon die.

The stovemakers proposed a duty of 1¼c. per pound on stoves, equal to 25 per cent. ad valorem.

PRICES ON HORSESHOES AND HORSE NAILS.

A good deal of cutting in the price of horseshoes and horse nails has been going on among jobbers during the last week or two.

Some of the houses are, it is said, quoting prices which do not net them more than 3½ to 4 per cent.

And, to make matters worse, other houses which have not been meeting this competition have decided to do so.

It is evident, therefore, that before matters get better they will be worse.

ESTABLISHED 1839

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and Factory, Holyoke, Massachusetts, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors and . . . Sheep Shears

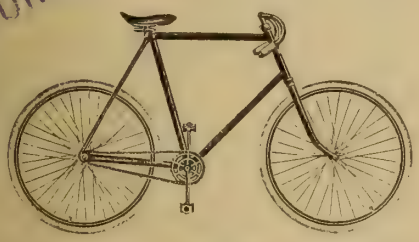
All Seymour Shears are water hardened and are the best made.

No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices. . . . . .

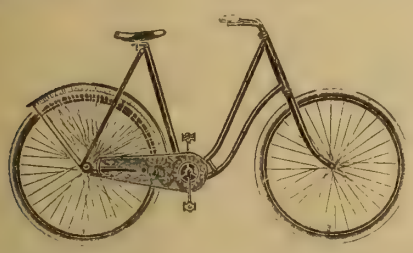
COLD DRAWN SEAMLESS TUBING

HAVING the utmost confidence in the superiority of steel tubing over any other form of metal, R. H. Wolff & Co., Ltd., New York City, use it wherever possible in building Wolff-American cycles, and even the frame connections, hubs, and bottom bracket are made of the finest quality of cold drawn seamless tubing.

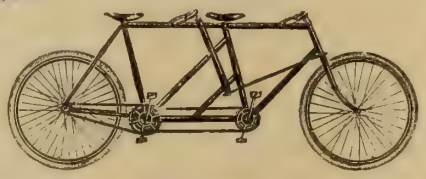
A great feature of the wheel is the method of joining the frame tubes. In connecting the frame the company employs both lap



and flush joints, as it is deemed advisable. Lap joints are of marvelous strength and unlike any other connection of the same name used. The connections consist of tubing about 2½ inches in length, with a lap shaped and accurately curved to firmly embrace the head tube. It is milled, and drilled for insertion into the frame tube and acts as a reinforcement as well as a joint. Instead of finishing abruptly, a tapered effect is obtained by dovetailing the reinforcement the greater part of its length. Before

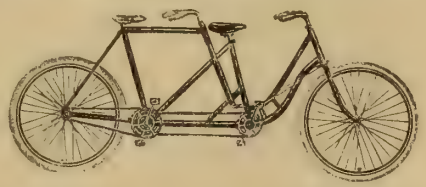


brazing, a steel ring about an inch in width is fitted on the inside of the tubes, underneath the point at which the frame tube meets the collar of the point, thus making practically a triple reinforcement at this point. In order to further lessen the possibility of the steel crystalizing where the reinforcement ends inside of the tubing, the brazing is confined to one-half the length of the reinforcement. This preserves the remainder of the reinforcement intact and with



the tapered end obviates positively any chance of a break, as well as adding greatly to the original strength of the joint.

The brazing operation is under the direction of a skilled workman, and, as the operation is plainly visible, there is no chance of the process being overdone and the material consequently weakened. Dorken Bros. & Co., Montreal, the sole agents for these wheels in Canada, report that they have agencies for a few districts yet to place.



Those, therefore, who are desirous of handling this wheel are advised to communicate with them at once.

The accompanying cuts are illustrations of the various kinds of Wolff-American cycles.

ADVANCE IN TINWARE.

An advance has been decided upon by the manufacturers of tinware in Canada. It is equal to about 10 per cent.

Nickel-plated tea kettles are now quoted at $9.60 for Nos. 7 and 8, and $10.20 per dozen for No. 9.

The price of what are known as flaring sap buckets has been fixed at $6.65 per 100.

Galvanized pails, Dufferin pattern, are quoted at $2 per dozen for No. 12, $2.25 for No. 14, and $2.50 for No. 16. English pattern pails are fixed as follows: 12-inch, $2.30; 13-inch, $2.60; 14-inch, $3.

Other lines have been advanced, but those enumerated are the most important.

CULL HORSE NAILS.

Editor HARDWARE AND METAL, — We note in your issue of 23rd inst. an article in re cull horse nails, in which you report as the result of the recent meeting of the Horse Nail Association at Montreal, the withdrawal for the future of all cull horse nails from the market.

Permit us to inform the trade through your columns that there have been, by agreement between the manufacturers, no cull horse nails offered for sale since May, 1895. The manufacturers, at the recent meeting, agreed to confirm the resolution of the above date. It is therefore not by any means a new action.

Yours, etc.,
CANADA HORSE NAIL CO.
per Wm. Small.

Montreal, Jan. 23, 1897.

PRACTICAL POINTERS FOR THOSE WHO SHOOT.

A pocket edition of "Practical Pointers for Those Who Shoot" has just been issued.

It is a book for those wishing to know what rifles, pistols or pocket rifles to choose for various purposes. Positions adopted by experts in rifle and pistol shooting are shown by handsome engravings. Directions for building a rifle range. All the recognized targets used in rifle or pistol shooting are described, and shooting rules governing competitions are given in full.

Any readers who wish one can have a copy sent by sending a postal card requesting it to The J. Stevens Arms Co., Chicopee Falls, Mass. It is a useful little book for shooting men to have by them.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan 29, 1897.

HARDWARE.

BUSINESS generally appears to be slow at opening up and buyers strictly confine themselves to actual wants. This applies to almost every staple article in the general shelf hardware list. There is only a light business in fence and barbed wire, and complaints are general about the small size of the orders coming in for wire and cut nails. Business in horse nails is light and demand for horseshoes, while noticeable, is confined to small parcels. Screws, copper wire and rivets are dull. There has been some enquiry for carriage and tire bolts, but not of an active character. Cordage is firm at the advance, while shovels and cutlery have been asked for to a moderate extent.

PLAIN WIRE—Business continues light. We quote tinners' coppered iron and coppered spring, 20 per cent. discount f. o. b. Montreal, Toronto, Hamilton and London.

FENCE WIRE —There is no improvement in fence wire, demand ruling dull. Discounts, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f. o. b. Montreal.

BARBED WIRE — Continues quiet and unchanged. We quote : $2.90 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs. ; on spools lighter than 75 lbs. 10c. extra. Terms : 60 days, or 2 per cent. off 30 days. No guarantee against reduction in prices.

WIRE NAILS — Complaints are still general that orders are confined to small quantities. Discounts in this province are : 80 and 2½ off f. o. b. Montreal, and 80 off in Ontario, with the delivery clauses as before, viz., freight prepaid where rate does not exceed 25c. per 100 lbs.

CUT NAILS —Little improvement is noted in the call for these. We quote $2.30 f.o.b. Montreal.

HORSE NAILS—Business is light and discounts 50 per cent.

HORSESHOES—There is a moderate demand for these, strictly in small parcels, however. We quote f. o. b. Montreal : Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50 ; ditto 0 and 2, $5.25 ; assorted, $5 ; steel toe weights, $5.50.

SCREWS — There is only a small trade passing in screws. Discounts are : Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10 ; flat head, brass, 77½, 10 and 10 ; and round head, brass, 72½, 10 and 10 per cent

BRASS AND COPPER WIRE — Dull and unchanged. Discounts are 10 to 12½ per cent.

CARRIAGE BOLTS —There has been some enquiry for these, but not of a very active character. Discounts are 60 per cent.

TIRE BOLTS—The same remarks apply to these, with discounts 65 and 10 per cent.

IRON RIVETS—Business continues quiet. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS, ETC. — Copper rivets continue much as before, at 50 and 10, and tinned do. 65 and 5 per cent.

ROPE —The market is firm at the recent advance. We quote : Sisal, 6¾ to 7¼c. ; manilla, 8½ to 9c., and deep sea line, 13½ to 14½c.

SPORTING GOODS—There has been no change in this line.

CUTLERY—Orders are confined to small sorting-up lots.

SHOVELS, ETC. —There have been fair orders for spades and shovels for forward delivery. The base price is unchanged.

AXES — Demand is quiet and unchanged at $5 to $9, as to quality.

BUILDING PAPER—There is no life to report in building paper. We quote : Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—Continues quiet with discounts ranging from 40 to 55 per cent., according to grade.

CEMENT—Dull at $2.05 to $2.15 for English, and $1.90 to $2 for Belgian.

FIREBRICKS—Quiet and steady at $17.50 to $22.50 per 1,000, as to brand.

METALS.

Business in heavy hardware, iron and metals continues limited, and there are few features of interest this week.

PIG IRON—There has been little or no change in pig iron and prices continue nominal in the absence of business. We quote : Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50 ; Siemens, $17 to $17.50 ; Summerlee, $20 ; Carron, $20; Ayrsome, No. 1, $19 ; Eglinton $18, and Carnbro', $18.

BAR IRON — Continues quiet at former rates for jobbing lots, viz., $1.50 to $1.55, but 10-ton lots have been offered at a shading on these prices.

BAND IRON—Continues quiet and unchanged at $1.75 for domestic.

HOOP IRON— The same remarks apply to hoop iron, which is quoted nominally at $2.25.

Milk Can Trimmings

THAT LAST LONGEST

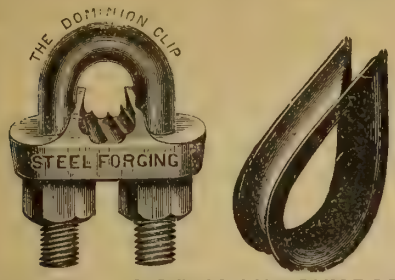
For durability there is no equal to the 3-piece bottom

No portions of the material are broken in bending.
The bottom cannot spring or break away from body.
Being firmer, they take only half the solder used on others.
All hoops are shouldered and carefully fitted.
All parts have bright tin edges that are easily soldered.

FULL STOCK OF TINNED SHEETS FOR MILK CANS AND CHEESE VATS ALWAYS ON HAND. . . .

The McCLARY MFG. CO., – London, Toronto, Montreal, Winnipeg, Vancouver.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

299 St. James Street and 10 Victoria Sq.

Send for 1896 Catalogue **MONTREAL**

MONTREAL ROOFING COMPANY

MANUFACTURERS OF

Improved Steam Condensing Exhaust Pipe Heads . . .

For attaching to Outlet of Pipe above roof. . . .

OFFICE AND WORKS:

Cor. Latour St. and Busby Lane MONTREAL

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

· FIREBRICKS ·

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

SHEET STEEL—There has been no change in sheet steel, and $2.60 to $2.70 is a fair basis.

SHEET IRON— Continues dull with prices unchanged on the basis of $2.50.

GALVANIZED IRON — Enquiry for import is noted, but the volume of business is not large. We quote the range steady at $4.75 to $5, as to grade.

TINNED IRON — No change or improvement to note.

LEAD PIPE — Prices are unchanged at 7 to 7½c., with 30 and 5 off, and very little trade passing.

PIG LEAD — Business light and prices steady at $3.25 to $3.35, the inside for ton lots.

INGOT TIN — The firmer feeling noted for the last fortnight is maintained, and nothing is obtainable now under 15½c. in good sized lots, while prices for jobbing quantities range from 16 to 16½c.

INGOT COPPER—The firm tendency outside continues, and the fact has imparted more stiffness to the local market, though prices are not quotably altered from 12 to 13c.

SHEET COPPER — In light supply and firmly held at 17c.

IRON PIPE — Business is solely restricted to small lots for actual requirements. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE—Without activity, but prices are steady. It is possible that the salvage from the Crathern & Caverhill fire, however, may have some influence on values later on. We quote $2.50 to $2.65.

TIN PLATE—There has been little doing from stock in tin plate, but import orders are noted. Terms in this connection are generally pretty firm. We quote: Coke, I.C., $3.10 to $3.35; coke wasters, $2.80 to $2.90; charcoal, I.C., Alloway, $3.35; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do, I.X., $4.50.

COIL CHAIN—Values range from $3.25 to $3.65 for jobbing lots, as to size.

TERNE PLATE—Dull, but steady, at $5.85 to $6.25, as to grade.

BOILER PLATE—There have been a few good-sized lots of these moved at $1.85, but in a small way we quote $1.90 to $2.

SOLDER — Prices are firm, but business is quiet at 11c.

SHEET ZINC—Dull and unchanged at $5 to $5.25.

SPELTER — Continues dull and nominal at $4.50 to $4.75.

ANTIMONY—Unchanged at 10c.

SCRAP IRON—Dull and easy at $13 to $14.50 for wrought as to grade with cast scrap $10 to $12 per ton.

GLASS.

There has been no change in the glass market here during the week. Business rules quiet while stocks in jobbers' hands

W. G. HARRIS

Wholesale Buyer . . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

We've . . . Sold

Hundreds, yes thousands, of gallons of Perfecto Varnish since we began making it here a little over a year ago. Every gallon has given satisfaction. We know one large manufacturing firm who are using large quantities of it, who say they are getting better satisfaction with it than any other Varnish they ever used.

We sell it for retailing in tins of 1 gal., ½ gal., ¼ gal., ⅛ gal., and 1-16 gal.

It's the kind that suits—Let's have your order.

The **Cottingham Varnish Co.** Ltd.

MONTREAL

are unusually low. We quote: First break, \$1.35 to \$1.40; second, \$1.50 to \$1.55 per 50 feet; third break, per 100 feet, \$3.30 to \$3.35.

PAINTS AND OILS.

Business in paints and oils, though it exexhibits some light increase in volume, is still light on the whole. There have been few changes of importance during the past week.

WHITE LEAD—Quiet and steady. We quote: Choice brands Government standard, \$5; No. 1, \$4.62½; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Dull as follows: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Prices run from 90c. to \$1, with business dull.

PUTTY—In bulk sells at \$1.75 to \$1.85.

SHELLAC—Ranges from 30 to 35c.

PARIS GREEN—A few small parcels have been moving at 13½ to 14½c.

LINSEED OIL—Dull and unchanged at 45 to 46c. for raw and 48 to 49c. for boiled, 5 and 10 barrel lots 1c. per gallon less.

TURPENTINE—Dull and steady at 43c.

SEAL OIL—Is held steady at 52½c.

CASTOR OIL—Quiet at 9 to 9½c.

NAVAL STORES—Dull, as noted last week. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

All heavy chemicals continue quiet. We quote as follows: Bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35 sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do. 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.75 to \$2.25; do. roll, \$1.75 to \$2.25; sulphate of copper, \$4.25 to \$4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.25 to \$1.50; chip logwood, \$2 to \$2.50.

HIDES.

There is no change in hides. We quote beef hides unchanged at 7, 6 and 5c.; lambskins at 90c. and calfskins at 7c. for No. 1, and 5c. for No. 2.

PETROLEUM.

There is a quiet trade passing in petroleum at steady prices. We quote: Canadian refined, in car lots, 15½c.; smaller quantities, 16½c.; American pure white, in car lots, 18c.; water white, 20c., and Astral, 22c., less 2 per cent. In small lots pure white is quoted at 19c.; water white at 20½c. and Astral at 22½c.

ASHES.

Ashes continue quiet and steady; \$3.35 to \$3.40 for firsts, \$3.05 for seconds, and pearls, \$4.50.

COAL.

Without change. We quote: Stove and chestnut, \$6; egg, \$5.75; Scotch grate, \$6; Scotch steam, \$4 to \$4.50, and Lower Port steam, \$3.75 to \$4 per ton of 2,000 lbs.

MONTREAL NOTES.

Sisal is firm at the advance noted last week, but demand is light.

Copper, tin and lead rule very firm on outside markets, but demand on spot is light.

It is understood that there will be a fair quantity of salvage from the Crathern & Caverhill warehouse in the way of tin and Canada plate. The fact may have an influence on prices later on.

ONTARIO MARKETS.

TORONTO, Jan. 29, 1897.

HARDWARE.

TRADE exhibits very little life this week, orders for immediate shipment being few and small. Forward orders are, however, coming in fairly well. The wire trade is dull and featureless. Wire nails, however, appear to be in fair request for this time of the year. A feature of the trade are the orders which are being received for sap buckets, milk can and dairy trimmings. Quite a number of these are being received just now. As will be noticed by a detailed statement elsewhere, the price of tinware has been advanced 10 per cent.

BARB WIRE, ETC.—Quiet and unchanged. We quote: In Ontario, barb wire, \$2.75; plain twist, \$2.75 per 100 lbs.; staples, \$2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged Carload lots of 10 tons in one shipment to one customer, 5c. per keg less than above figures. No guarantee against change in either price or tariff. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is \$2.90 in less than carload lots; in Nova Scotia and New Brunswick, \$2.85 in less than carload lots; in P.E.I., \$2.87½ in any quantities.

ORDINARY FENCE WIRE—There is no change. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—Very little doing. We quote: Tinners', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS—The slight improvement noticed last week appears to have been maintained. Discounts, 80 per cent. Ontario with 10-keg lots, delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f. o. b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—Trade is quiet and prices unchanged. Base price, \$2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The manufacturers have revised the list on plate nails, whereby the list price has been increased from 33⅓ to 100 per cent. Fuller particulars of this change are given elsewhere. Discount, 50 per cent.

HORSESHOES—Business is quiet. We quote: Iron, \$3.35; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe weight, \$5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, \$3.40.

SCREWS—Trade is still moderate. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—The demand is light. Discounts, 10 to 12½ per cent.

CARRIAGE AND TIRE BOLTS—The improved demand noted last week for tire bolts has been maintained. Discounts: Carriage bolts, 60 per cent.; tire bolts. 60 and 10 per cent.

RIVETS AND BURRS—There is just the usual trade being done. We quote: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, \$1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—The statement made last week to the effect that the price of both sisal and manilla rope had advanced was an error. It was only sisal that had advanced. Manilla, on the other hand, instead of being stronger, was weaker. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ⅜ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—There is not much being done. Discount is 65 per cent. from factory and 63 per cent. from stock; terms are 4 months with 5 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Quite a little improvement has developed in this line during the past week. We quote: "Royal Canadian," with brass corners, at \$29.50 and the "Lightning" at \$30 per dozen, usual terms.

SPADES AND SHOVELS—Orders are still being booked. Discounts, 45 per cent.

SNOW SHOVELS—Demand is fair. We quote \$2.50 to \$2.75.

YOU

May not be aware that we use only pure linseed oil and turpentine in our paint, and that is one reason why our steel shingles and siding plates are so durable.

We never use benzine nor fish oil. There are "lower-priced" goods than ours, but none "cheaper."

"Coalite," the new preservative for metal, is made only by

Metallic Roofing Co., Ltd., - Toronto

AXES—Quiet at $5.25 to $9.

BUILDING PAPER—Trade is only moderate. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Quiet. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

CEMENT — Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

ENAMELLED WARE—Since the recent advance of 5 per cent. some nice orders have been coming in.

TINWARE, ETC.—A number of orders are coming in for sap buckets and milk can and dairy trimmings. The price of sap buckets, galvanized pails, nickel tea kettles, etc., has been advanced 10 per cent.

METALS.

The metal market is still, on the whole, quiet. About the only feature is the strength of copper, and sheets are quoted fractionally higher this week.

PIG IRON—Locally there is nothing to note. In the United States the demand seems to have improved a little, but prices do not appear to have improved; in fact, in some instances they are a little weaker. Domestic iron is nominally unchanged at $16.50 for No. 2.

BAR IRON—Prices are weak and lower and trade dull. The base price, f.o.b. factory, is $1.40 to $1.45, and from stock $1.55 to $1.60 is the idea.

HOOP AND BAND IRON—Trade in this line exhibits a little more life. Prices are firm at $2.25 per 100 lbs.

SHEET STEEL—The volume of business is not quite as large as it was a week ago. We quote as follows: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—Some good sales are reported, but, in general, trade is only fair. Prices are steady. We quote as follows: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON — Shipments from stock are slow. We quote: Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

TINNED IRON—Enquiries for quotations are coming in freely, and shipments, while small, are more numerous. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22to24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Quiet and unchanged. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Quiet. Discount, 60 and 5 per cent.

PIG LEAD — Not much doing. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER—Quiet and unchanged. We quote 12¼ to 12½c. per lb.

INGOT TIN—Prices are unchanged at last week's advance. We quote 16c. for quantities and 16½c. for small lots.

SHEATHING COPPER, ETC.—Prices have advanced ½c. per lb. all round. While trade in braziers' sheets has been fairly good, for other kinds the demand has been light. We quote all the way from 15½ to 25c., according to size and quality.

IRON PIPE—Not much doing. We quote: ¼-inch, 60 and 2½ per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ to 50 per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Quiet. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal.,$22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Dull and unchanged. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—Trade is fair. We quote: Cokes, $3.15 for 14 x 20 and $6.25 for 20 x 28; charcoal plates, $3.50 basis for good brands.

COIL CHAIN—Quiet and unchanged. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES—Dull. We quote: I C, $6; I X, $8.

SHEET ZINC—Dull. We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Trade is moderate at the recent advance. We quote: Standard, 10½c.; strictly pure, 12c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

A fairly good demand is being experienced for window glass. We quote: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond than at the latter points.

OLD MATERIAL.

Business is quiet and prices unchanged. We quote: Agricultural scrap, 45to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7½c per lb.; bottoms, 7½c.; new light, 7¾c; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

PAINTS AND OILS.

The conditions are much the same as a week ago, the demand being light and prices unchanged.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½;

No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; 10 to 20 barrels, 45½c. Boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c., 10 to 20 barrels, 48½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.65 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $1.95; 25-lb. tins, 4 in case, $2.10; 12½-lb. tins, 8 in case, $2.35.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

SEEDS.

As far as trade in alsike is concerned there is practically nothing doing, dealers refusing to purchase except at a reduction. In view of this condition of affairs we cannot safely give figures. Red clover is dull, and 10 to 15c. per bush. lower. Timothy is only offering in small quantities. We quote: Timothy, $1.10 to $1.40 per bushel; red clover, $2.90 to $4.10 for strictly prime to choice, and $4.40 to $4.60 for seed free from mixtures.

PETROLEUM.

Business continues fair. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral 19c. in bulk.

MARKET NOTES.

Sheathing copper has been advanced ½c. per lb.

Galvanized pails, nickel tea kettles, sap buckets, etc., have been advanced about 10 per cent. by the manufacturers.

Mr. W. J. Jeandron has been appointed western representative for Peck, Benny & Co., Montreal, with headquarters at Toronto. He will handle all their lines.

Exports of hardware and cutlery from Great Britain during eleven months of last year were valued at £58,897, compared with £51,700 last year, an increase of over 13 per cent.

Mr. A. H. Symonds, of Toronto, agent for Geo. Butler & Co.'s cutlery, left on Monday last for a business trip through Quebec and the Maritime Provinces. A few days before his departure he received samples of "Victoria" cutlery, which his firm is getting out for the Queen's diamond jubilee.

MOST PROFIT

Is made in the long run on goods that give to customers best **SATISFACTION.**

NICHOLSON FILES

ARE THE

Best Sellers

Because they have had a **Universal Reputation** for 30 years of being the **STANDARD of AMERICA,** and they are well known to be

UNIFORMLY RELIABLE.

NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A

LARGEST PRODUCERS IN THE WORLD.

UNITED STATES MARKET.

NEW YORK, Jan. 29, 1897.

PIG TIN—London furnished a slight sensation in the form of cable advices of an advance of 12s. 6d. in prices and heavy dealings for both spot and future delivery. The only effect here was to move prices up to about 13.70 to 13.75c. cash, and 13.80 to 13.85c. f.o.b. for lots of 5 tons or more, spot delivery. There was no local speculation worthy of record, at all events, while distribution of the metal, as well as new orders, was of ordinary type and merely fair, all told.

COPPER—Buyers are apparently rather more reserved, and in their bids do not figure on really extensive lots. Sellers are quite indifferent, however, and seemingly inclined to await developments. It is a suggestive feature that while there is thus a stand-off, no cheap lots of copper come upon the market. Current prices are 12c. for Lake Superior, 11⅝ to 11¾ for electrolytic and 11⅜ to 11½c. for casting stock.

PIG LEAD—Several hundred tons common domestic changed hands at 3.05 to 3.07½c. for spot and early delivery. The movement seemed to have pretty well closed out cheap lots, and the market, therefore, closed firmer, with no offerings at under 3.07½c., and most holders asking 3.10c. for common domestic. London cable was £11 17s. 6d. for soft Spanish.

SPELTER—Dealing are no larger and the the demand continues very flat, with enquiries for more than carlaods the exception. Prices are barely steady at 4 to 4.10c. for prime western. London cable was £17 15s. for good merchant brands.

ANTIMONY—Regulus quoted at 7½c. for Cookson's; 6½ to 6⅝c. for Hallett's, and 6½c. for Japanese.

TIN PLATE—There is no improvement in sales here, and the demand from all quarters is light.

IRON AND STEEL—The general market for at least the more prominent articles handled here remains positively dull and without enlivening feature. Orders are not only small, but come in slowly, and prices are without the slightest turn for the better.

A SHOPKEEPER'S REFLECTION.

Under a tiny patch of cloud
We lead our little life,
And strange it is, though true as strange,
Our joy lies most in strife.

For each man vies with brother man,
And tries to undersell,
He cares not how his brother fares
As long as he does well.

And all the melody of life
Through man's self-love is strained,
Yet, though he tries to raise himself,
His object is not gained.

For let a price be lowered there,
It's lowered, too, next door,
And he who hoped to "draw the crowd"
Is worse off than before.

The rich man is not rich enough,
But must invest his all
In companies, which, if they rise,
Secure his neighbor's fall.

Men who have passed some stiff exams.
The law demands to-day,
Find other men have tricked the law,
And boldly led the way.

At one time trades could be defined,
And then three shops might share
The money spent at one place now,
No need to go elsewhere.

It's high time that we realized
Our methods are all bad!
Thinking more of other men
Would make this life less sad.

O! that in Christian England here
This truth were understood;
Man must be bound to fellow man
In one true brotherhood.

—London Chemist and Druggist.

Recognized by Everyone.

The Pedlar Metal Roofing Co., of Oshawa, Ont., is recognized as being the largest and most progressive firm of the kind under the British Flag.

RETURNED JUL 17 1897

MR. G. H. PEDLAR, SR., General Manager.

Keeping . . . everlastingly at it brings success.

Our prices will always meet any legitimate competition. . .

RETURNED JUL 17 1897

MISS N. PEDLAR, Sec'y-Treas.

RETURNED JUL 17 1897

MISS GRACE PEDLAR, Correspondent.

RETURNED

MR. G. H. PEDLAR, JR., Ass't Manager.

We are always on the lookout for live agents.

Our catalogues, time and experience are yours for the asking.

MANUFACTURERS *of Metal Roofings, Metal Ceilings, Corrugated Conductor Pipes, Corrugated Iron, Metal Shutters and Doors, Brick Siding, Stone Siding, Cornices, Skylights, Ventilators, etc., etc.*

The Pedlar Metal Roofing Co. Head Office and Works Oshawa, Ont.

ASSUMING TOO MUCH.

SOME business men are tempted to advertise by the glowing accounts they hear of others' successes, writes John C. Graham, in Printers' Ink. It is to be feared, however, that these are, too often, much exaggerated. The whole truth is not told about them—the amount of labor, time and money involved in securing success, the untiring energy required, the eternal vigilance necessary to win and hold popularity. Instantaneous, or even rapid, successes in advertising are extremely rare. For each one of them known to-day, we can count hundreds of instances where success has only been attained by the expenditure of much capital through years of hard work and unflagging attention.

This fact should not discourage sensible merchants. In advertising, as in all other things, the certainty of success lies rather in patient perseverance and persistent energy than in brilliant but brief effort—the spasmodic, "flash-in-the-pan" sort of methods that have marked the meteor-like existence of some concerns. Again, as a general rule, the longer it takes to build up a business by advertising, the more solid and permanent is the success, while, invariably, the quick triumph is soon changed to decline and failure. We can all remember a long list of "brief booms" that lacked stamina, and consequently died a natural death. Their fate should be a warning to others.

In commencing advertising it is not wise to assume too much in regard to results. It would be more judicious to prepare for small losses at first, to anticipate those little disappointments that are sure to come in the best managed concerns, and to set to work with the clear understanding that many difficulties have to be overcome and much annoyance endured before lasting success comes. But it will come if brains and industry are properly combined in the effort to produce it, if the advertising is well-worded and well-placed, and the statements and promises embodied in them are honestly adhered to by the advertiser.

Some men assume too much at the start by supposing that it is only necessary to advertise in order to draw a crowd and sell goods. There are others in business besides themselves—others who may be doing a good trade because of their previous persistent advertising. It is not likely that the single effort of a new advertiser is going to take business from those who have already built up a solid reputation by advertising, and thus popularized their goods with the public. It is more reasonable to suppose that the newcomer will have to do the same amount of advertising as they did before he can secure the same amount of business they enjoy. Neither is it sensible to assume that the public will, or should, believe the first announcements of a new advertiser. True, it may have no valid reason for doubt, but it is not in human nature nowadays to place implicit faith in the professions and promises of a stranger—as one who has never sought publicity before must necessarily be to the public. The new advertiser may reasonably assume that by using good, attractive matter that states the truth about his goods, in mediums of large circulation, and keeping his ads regularly in those mediums, he may ultimately secure a fair share of business, which will recompense him for all his outlay and give him a handsome profit, but if he expects to make a fortune quickly, with little or no effort, on a small cash investment, he is deluding himself and assuming too much.

A PERFECT OIL CAN.

Necessity is the mother of invention, but a necessity often exists a long time before the invention which fully meets its requirements makes its appearance.

An oil can, for instance, which would fill a lamp in the dark and not to overflowing has been a want which has existed ever since the advent of oil lamps. And how long ago that was goodness knows. Men with an inventive turn of mind have realized this. And efforts without number have been made to secure the desideratum, but at the best only partial success was obtained until recently, when an employe of the Standard Oil Co., of the United States, conceived an idea and worked it out, with the result that to-day a perfect oil can is being placed on the market.

HARDWARE AND METAL had the gratification of inspecting one of these cans in the office of the Kemp Manufacturing Co. of Toronto. The accompanying cut is an illustration of it. When once the lamp has been filled by this can one may pump till doomsday and it could not be made to overflow. The reason is simple. It will be noticed by the accompanying out that the spout of the pump is a double one. The oil, however, only passes out through one. The office of the other is to take back the oil into the can, which it does as soon as the lamp is full. In this way the lamp can be emptied again as long as the point of the spout is kept in touch with the oil. The pump is strong and simple, is detachable and can be removed at will. This enables the user to leave the pump at home while he takes the can to be replenished with oil.

The Kemp Manufacturing Co. have purchased the right to manufacture the can in Canada, and, as will be noticed by the label, it is named "The Slick." The can certainly fills a long-felt want, and, as its price does not much exceed that of ordinary cans of the same capacity, it should find a ready sale.

ROLLING MILLS AT WORK AGAIN.

The various rolling mills in Montreal, which have been shut down as is customary at this season of the year, resumed operations this week. They have been closed since the 18th of December. Several of the representatives spoken to by HARDWARE AND METAL stated that orders were small and the tendency general to confine operations either strictly to actual wants or to order only for the immediate future.

BEHIND THE COUNTER.

The whole world seems against you ?
Brace up, man, and hustle !
Joys come but to the few ?
They're for all who'll work !
But they won't come if you mope,
And fritter away your chances ;
While life you've got to cope,
And seize all it advances.
They only lose who shirk !
So jump into the tussle.
Brace up, man, and hustle !

GETTING HIS DAD IN TROUBLE.

Georgie—"Say, ma; typewriting ain't like handwriting, is it?"

Georgie's Mamma—"No, Georgie. Why do you ask?"

Georgie—"'Cause I heard papa down to his office say to the typewriter girl, 'What a beautiful hand!'"—Cleveland Plain Dealer.

WESTERN
Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

Estab'ished 1860

MILK CAN TRIMMINGS

Incorporated 1895

Our Patent Broad Hoop Bottom has all the advantages of a 3-piece bottom, and is actually 2-piece, and as durable as if made in one piece.

Bottoms are thus sweated in with half the solder, and make a most permanent joint. Concave pattern; draining to the centre. Will not corrode. Top bands "shouldered," and have cut-out at joint, making a neater and cleaner job, in half the time, than with old-style hoop. All bands have retinned edges. For durability, finish and economy in making up, our trimmings are unequalled.

RETURNED oct 13th/97

RETURN oct 13/9

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

We make a specialty of . . .

• High-Grade •

Bar Iron

REFINED and NORWAY

THE

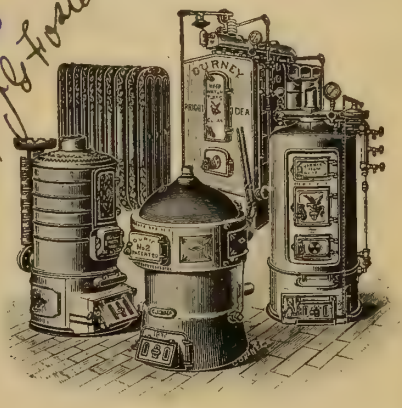
Guelph Norway Iron & Steel Co., Ltd.

Rolling Mills, GUELPH

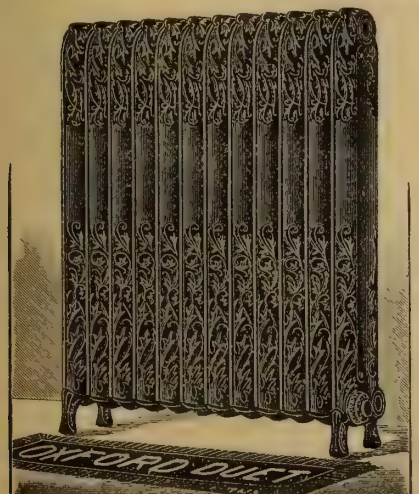
OUR RANGE OF

Heating Goods

RETURNED Feb. 24/98 Fowler



Is so wide and varied that we can furnish **Furnaces or Boilers** with a guaranteed capacity to suit **any** sized building. Large or small—for wood or coal—hot water or steam—we can supply anything which any one could want.



What's More, every Furnace or Boiler we make is of strict mechanical excellence, combining with great power a wonderful simplicity and ease of management. They can always be relied upon to give perfect satisfaction.

Our **Oxford Radiators** are the world's standard—iron to iron joints, without gaskets. Read our catalogues for details. Our prices are always reasonable.

THE GURNEY FOUNDRY CO. LTD. TORONTO

THE GURNEY-MASSEY CO. LTD. - MONTREAL

THE CANADA PLUMBER AND STEAM-FITTER

THE recent little cold spell does not appear to have very much benefitted the master plumbers of Toronto. Pipes were frozen and bursted here and there, but the cold snap did not come suddenly enough to do much damage. As a result master plumbers in Toronto still complain of quiet business.

NATIONAL PLUMBERS' ASSOCIATION.

The Executive Committee of the Canadian National Association of Master Plumbers held its regular meeting in Quebec last week at the Victoria Hotel. There were present: President J. Lamarche, in the chair, W. J. Burroughes, first vice-president, and also president Toronto association; J. H. Doody, vice-president, New Brunswick; J. Barton, vice-president, Nova Scotia; W. Smith, vice-president, Ontario, and O. Matte, vice-president, Quebec; A. Fiddes, Toronto, treasurer; J. W. Hughes, Montreal, secretary; and E. C. Mount, Montreal; P. J. Carrol, Montreal, president Montreal Association; R. Sampson, Quebec, president Quebec association, and the following members of the Quebec local association, were also present: O. Picard, J. J. Walker, F. X. Chamberlain, A. Forest, F. Lagace and F. X. Leveille.

The minutes of the twenty-six meetings of the sub-committee of the Executive were read and approved, after which the treasurer's report, showing a substantial balance, was adopted.

A committee was appointed to confer with the Quebec wholesale dealers, consisting of J. Lamarche, W. J. Burroughes, R. Sampson and O. Matte. The two latter had charge of the arrangements, and Messrs. W. H. Wiggs, C. A. Parent and T. A. Martineau, representing the Quebec wholesale dealers, met the committee. After a very pleasant conference, these gentlemen, on behalf of the wholesalers, signed the resolutions, which have already been agreed to by the Montreal wholesalers, and which appeared in this column some time ago.

A motion was adopted instructing the Legislative Committee to draft a report and scheme, to be submitted to the next annual convention, regarding the advisability of having the association incorporated and adopting a seal.

The question of the proposed tariff changes and their effect on the trade was discussed, and action was postponed until a future date.

The following committee to confer with the association of manufacturers and dealers in plumbing and steam-fitting supplies, Toronto, was named: President Lamarche, Vice-President Burroughes and Second Vice-President W. Smith. This committee is to meet the Toronto gentlemen at an early date.

It was decided to hold the second annual convention of the National Association in Toronto, commencing on the 2nd July next.

Vice-presidents of the different provinces reported on the work in their respective districts for the past six months and were congratulated on the progress made. The old associations are rapidly filling up and new ones are in course of organization, those at Stratford and Windsor, Ont., being about ready to commence operations.

A letter from the Naveland Master Plumbers' Association, England, was read congratulating the association on its formation and asking for certain information which the secretary was requested to answer.

The usual votes of thanks were passed to the sub-committee of the Executive, the press, the members of the Quebec local association and Warden King & Son and H. R. Ives & Co.

THE PLUMBER PEACHED.

Here is one way of manufacturing news which "enterprising" dailies resort to, according to the New York Sun: "A local news agent of New York went the other day to a plumber and told him that a story was to be written for the Sunday papers about the finding of a forty-thousand dollar diamond bracelet. It was to be found in a certain house in the slums, in a certain kind of box, that the plumber was to find it and promptly return it to the owner. Then the news agent asked the plumber whether he would vouch for the truth of the story. The plumber was amused, and in consideration of the free advertising he would receive, agreed to stand up to the story. On Sunday morning the story came out in two of the metropolitan papers. One had a picture of the necklace extending across a page, with big letters and a most circumstantial account of the whole affair. The other had a column or two about it and many exciting details. Some of these, however, hurt the feelings of the plumber, and he 'peached.'"

VENTILATION.

There seem to be comparatively few people, says a writer in a Massachusetts paper, who have the care of public buildings and audience rooms—halls, churches and the like—who know practically the meaning of the word ventilation. In plain English it means let in the pure air of heaven, that people can breathe something besides filth into their lungs. Time and again people take severe colds in churches and public halls simply because the ventilation is so abominable. People feel sleepy in church very often, sometimes perhaps because of the lack of energy and personal magnetism of the preacher, but far more often because the air is so foul. Oftentimes every door is closed and every window, and perhaps the ventilator also, in buildings where large companies of people congregate. In churches, for instance, the windows should be opened and the church thoroughly aired during the week, at least once, and a few minutes early in the morning before service, and that gives a chance for pure air to displace the impure, damp, dead air that is sure to be in a tightly closed edifice, and during the service there should be some place where fresh air can get in.

WANTS HINTS ON SOLDERING.

From E. E. S., Garrettsville, N. Y.—In answer to "H. D. R.," who seeks in The Metal Worker of December 19 information as to the proper way to solder a can and have it even, I will describe for his benefit my practice in making 40-quart shipping cans. First, he should have bars of fine triangular solder, or if he has not got them, he can run some solder in a grooved board about as large as No. 6 wire. Bend the solder over the can jacket and put it in the bottom and stick it fast with a small soldering copper. Then heat the bottom of the can on the stove, or an oil stove, until it is too hot to lay the bare hand on it. Then with an 8-lb. copper provided with a round blunt point, it is an easy matter to solder the bottom quickly. I use one of the discs of my double seamer and put a bolt through the hole and into the bench, placing the can on the disc to solder, and keep the 8-lb. copper a little ahead of the centre or lowest part of the can, and by turning with a steady hand can solder it smooth and even. The copper should be hot enough to solder one can without stopping. He should use plenty of pulverized rosin.—Metal Worker.

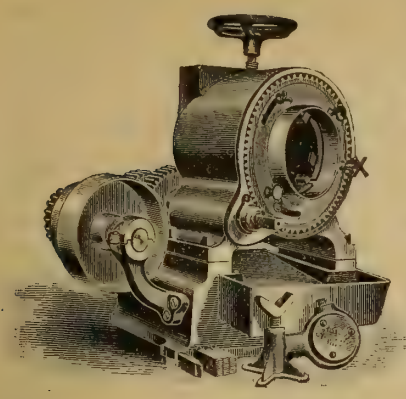
PLUMBING NOTES.

New market buildings are proposed for Chatham.

M. White has opened out a plumbing business in Dorchester, N.B.

R. S. Smith, plumber, St. Thomas, has sold out to Cadunan & Williams.

The Builders' Exchange have elected these officers: President, Mr. John Aldridge; first vice-president, Thos. Cannon, jr.; second vice-president, John B. Vick;



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS No. 23 Garden St. Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

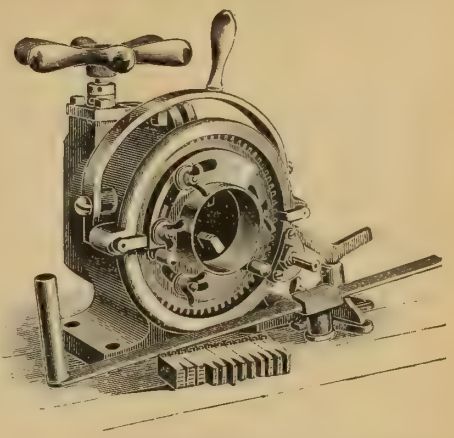
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ¼ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

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ATTORNEY AND SOLICITOR
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Patents Trade Marks Etc. MONTREAL.

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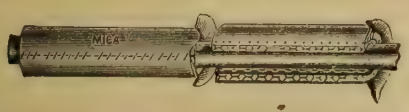

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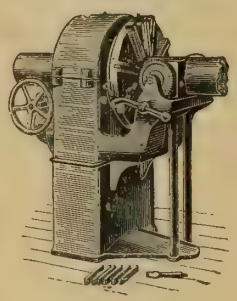
9 Jordan St., TORONTO CANADA.

Armstrong Pipe Threading AND CUTTING-OFF MACHINES

(Hand or Power).



Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office : 139 Centre St. Bridgeport, Conn.

treasurer, D. Williams ; directors, James Crang, Wm. Booth, James Wickett, George Henry, J. M. Gander ; auditors, Messrs. George Clay and Frederick Holmes.

The contract for building the new opera house at Ottawa has been awarded to E. C. Horn. The building will cost about $100,000.

The contract for the new general hospital at Cornwall has been awarded to J. C. Johnstone, of the same town. The contract price is $18,000.

Miss Thomas, of Bloor street west, Toronto, will build a two-storey and attic brick-fronted dwelling at 24 Lindsay avenue, at a cost of $900.

The Schomberg Furniture Co., Toronto, have taken out a permit for the erection of a one-storey brick warehouse in rear of stores at 651 and 653 Yonge street, to cost $2,800.

FOOD FOR CLERKS.

COULD I give the youth of this country but one word of advice it would be this : Let no moment pass until you have extracted from it every possibility. Watch every grain in the hourglass.

Time is exactly what we make it : In the hands of the wise, a blessing ; in the hands of the foolish, a curse ; in the hands of the wise, a preparation for life eternal ; in the hands of the foolish a preparation for the condemnation that is everlasting. To you it is much ; to your neighbor it is naught.

The country boy often bemoans his lack of a chance as did Clay, Webster and thousands of others, and thinks his youth among the rocks, the mountains, the forests, has been almost thrown away ; and he longs for the time when he can shake off his farm fetters and flee to the city where there is opportunity. But years after, in some great legislative emergency, perhaps, in some contest with the city-bred youth, the rocks, the mountains, the streams, the granite hills which had unconsciously entered into the fibre and stamina of his life, rush to his assistance and force his city opponent to the wall. No, these grand schoolmasters of his youth have not taught their lessons in vain, but they have become a part of his very life. "At the call of a noble sentiment, again the woods wave, the pines murmur, the river rolls and shines, and the cattle low upon the mountain, putting the spells of persuasion, the keys of power, into man's hand. Bend to the persuasion which is flowing to you from every object in nature, to be tongue to the heart of man, and to show the besotted world how passing fair is wisdom." The best part of our education comes from nature, and she makes us pay a heavy price for shutting ourselves up in the city where we cannot breathe her sweet breath, nor learn lessons from her birds and streams and flowers, her mountains, her valleys and forests, her meadows and hills. She keeps the great school of the world ; she is the developer of mankind, the unfolder of life, the invigorator of the race. She holds the balm for all our ills, and he who shuts himself out from her influences must pay the penalty. He must forever be dwarfed in some part of his manhood, his horizon limited, his education incomplete. The muscle and sinew, the nerve, the stamina, the staying powers, the courage, the fortitude, the grit, the grip and pluck of the world have ever come mostly from the country. The tendency of city life is to deteriorate the physical and the moral man. There is more refinement, but less vigor ; more culture, but less stamina ; more grace, but less hardihood ; more sentiment, but less sense ; more books, but less knowledge; more learning, but less wisdom ; more information, but less practical ability ; more of the ethereal, but less of the substantial ; more gristle, but less backbone ; more newspaper reading, but poorer memories ; more society, but less sincerity.

Not until the wounds of the world are healed, not until the last thirsty soul has been led to the River of Life, has an able-bodied man a right to lay down his armor and call a halt.—Architects of Fate.

BOARDS OF TRADE.

TORONTO BOARD.

THE annual election of the Toronto Board of Trade was held on Tuesday, but the interest was not as great as usual, which is accounted for by the fact that the four leading officers—president, first and second vice-presidents and treasurer—had been elected by acclamation a week ago. The officers for 1897 are as follows:

President, Edward Gurney; first vice-president, Elias Rogers; second vice president, A. E. Kemp; treasurer, W. D. Alexander.

Council—E. B. Osler, D. R. Wilkie, William Christie, W. D. Matthews, H. N. Baird, W. G. Gooderham, J. G. Spink, S. Caldecott, M. C. Ellis, J. Herbert Mason. J. H. G. Hagarty, John Carrick, Ed. W. Cox, George Keith, John Flett.

Industrial Exhibition—John L. Coffee, W. B. Hamilton, Geo. A. Chapman.

Harbor Commission—W. A. Geddes and Wm. Galbraith.

Board of Arbitration—Thos. Flynn, J. D. Laidlaw, J. H. Sproule, C. W. Band, R. S. Baird, Noel Marshall, W. Ross (Port Perry), W. Cooke, D. O. Ellis, J. E. Pearen (Brampton), C. Goode, J. J. Higman.

Mr. Osler, the retiring president, spoke in part as follows:

The year 1896 will be memorable in Canada through the advent to powor of the Reform party after more than 18 years in opposition. The dread of serious change in the fiscal policy of the country by the new Government has to some extent checked enterprise, but I am sure that the general belief is that there will be no damage done to our industries, and that changes in the tariff will be made only after most careful consideration, and with due regard for established industries. I believe that all parties recognize fully the great importance to this country of having a large and prosperous manufacturing community within itself.

I believe that, first and above all other immediate necessities for our development, is the building of the Crow's Nest Pass Railway to let our merchants and manufacturers into our own mining district, East and West Kootenay, etc. British Columbia is to be in the immediate future one of the great mining regions of the world, and the Rainy River District in Ontario bids fair to even rival British Columbia. Miners are always good customers to merchants and manufacturers. As a rule they buy high-class goods at full prices and pay cash. At present the bulk of the miners' trade in British Columbia is with Americans. It belongs to Canada, and we must have it. The opening up of the mines in British Columbia and the Rainy River District will give Manitoba and Ontario farmers a market, give our merchants and manufacturers a market, and generally do much to promote the interests of Canada.

I wish I could speak with more certainty of Toronto's future. We have here everything that is necessary to make a prosperous city; but, for some reason or other, we have stood still for many years past. No real enterprise has been taken up by our citizens since the days of the late George Laidlaw, when our merchants and citizens banded together and built railroads reaching out in all directions, rapidly adding to our wealth and population.

Mr. Edward Gurney, the new president, spoke in part as follows:

I have nothing but words of commendation to utter regarding the relations that have existed between the board and the authorities of the city. We have always been met in the kindest way, and have had afforded to us every facility required to secure a knowledge of questions affecting the interests of the business community. I shall ask your co-operation in endeavoring to exert an influence in the direction of conserving the interests of the business community against the too manifest purpose of increasing the obligations of the city, and thereby increasing the annual tax on business, whereby this best of all Canadian trade centres is being gradually emasculated.

The board should be keenly alive to everything that concerns the business public in the mining territory, so rapidly filling up with people, in this province and in British Columbia. Subsidies are being freely suggested, and the issue will soon be clearly declared as between the bonusing of a company to build certain roads, or the building and control of the roads by the Government. Our past history warrants the greatest solicitude as to the decision to be reached. You may exercise a potent influence if you will. I shall endeavor to secure all facts that are attainable, and shall do what I may to influence the Council to send all these facts with their conclusions on to you. The Crow's Nest Pass is said to be valuable to Canada in a degree hard to exaggerate, and we are enjoined by our British Columbia friends to hold that pass against all comers, as the condition precedent of all others to the future success of that country. These representations have been made recently to the Government by a deputation sent here for the purpose. We should be seized of the facts at as early a date as possible, and should exert an influence to conserve whatever interests this country may have in that district, which might otherwise be endangered.

Perhaps no city in the world has been as frank as Toronto in an exposition to the world of what are sometimes called its "outs." We have overbuilt. We have too many houses, too many stores, but the excess of dwellings is not much above the normal; while as regards store property, the excess of vacancies is so thoroughly understood to be attributable to the changes of trade growing out of the establishment of great departmental stores, that it should not be accepted as an indication of a lessened business. This cause has also had its part in affecting the jobbing in certain lines of trade; this has affected individuals sadly, but the change shall come. Manufacturers' agents from Europe and the United States have come amongst us, and Toronto, like other western cities of America, must adjust itself to the changed conditions. The business may be done by different men and in a different way, but the business will be done.

While I do not approve of a permanent bankrupt law, thereby justifying in the minds of traders of the baser sort the idea that somehow some unknown sum less than 100 cents is right, and that such a law is an indication of the expected in commercial affairs, I know that I stand pretty nearly alone in this view, the general feeling being that the equitable distribution of the proceeds of an estate is the main thing to be attained. I do, however, so far agree in the immediate necessity of such an enactment as to advocate it, and shall urge the Council to take the matter up with the Government at as early a day as possible.

CHARLOTTETOWN BOARD.

The Charlottetown Board of Trade have elected the following officers for this year: President and councillor to Maritime Board H. Haszard; vice-president, W. H. Aitken; sec.-treas., E. T. Higgs.

MONTREAL BOARD.

The results of the elections for the Montreal Board of Trade were given out Wednesday. The new officers and council are as follows:

President—Jno. McKergow.
1st Vice-president—Jas. Crathern.
2nd Vice-president—C. F. Smith.
Treasurer—Hy. Miles.

Council—H. Stikeman, J. W. Pyke, Robt. Mackay, W. B. Mathewson, D. Watson, C. Chaput, G. G. Thomson, F. W. Evans, Chas. McLean, A. J. Brice, E. L. Bond, and A. W. Stevenson.

Board of Arbitration—E. B. Greenshields, R. Bickerdike, R. Archer, W. W. Ogilvie, E. Judge and D. Robertson.

HALIFAX BOARD.

These are the newly-elected officers of the Halifax Board of Trade:

President—George J. Troop.
Vice-President—George Mitchell and W. A. Black.
Treasurer—H. G. Bauld.

Council—Geo. S. Campbell, E. G. Kenny, A. M. Payne, Geo. E. Faulkner, J. E. DeWolf, M. Dwyer, A. E. Jones, James Morrow, Geo. E. Boak, R. Pickford, A. Stephen, J W. Allison, Thomas Fyshe, H. L. Chipman, Hon. L. G. Power.

Auditors—Geo. E. Faulkner and E. G. Kenny.

Board of Arbitrators—T. Fysche, J. C. Mackintosh, A. M. Payne, H G. Bauld, A. E. Jones, J. E. DeWolf, Hon. L G. Power, J. A. Chipman, Geo. E. Boak, Geoffrey Morrow, W. A. Black, I H. Mathers.

TEST OF A FIRE-PROOF PLASTER.

THE Champ de Mars, Montreal, on Saturday morning, was the scene of a very interesting exhibit, the object of which was to illustrate the fire-proof and other remarkable qualities of the new wall plaster, known as "Asbetic." Quite a large number of influential and representative people were present, among whom were most of the important architects and insurance underwriters, besides many gentlemen in high standing connected with other businesses and professions.

A small frame building was erected, plastered inside with this material, and raised about a foot from the ground to allow of a strong draught. This was then more than half filled with dry kindling wood, shavings, saturated with coal oil, etc., sufficient to make a fierce blaze, and ignited. The fire inside was kept supplied with similar combustible materials for nearly three-quarters of an hour, and was then extinguished by the means of an ordinary fire hose, in the hands of Capt. Dolan, of St. Gabriel street station. When the interior was cool enough to examine it was found that the plaster, although a little discolored, was otherwise uninjured, and the building itself showed absolutely no signs of any contact with the flames, not being even singed. A more thorough test it is hard to conceive of, and there is no doubt that, wherever this material is used, a fire will be confined for a long time, if not entirely, to the apartment in which it takes place.

A similar test was made in Washington, under the supervision of the principal officials of the supervising architects' office, amongst whom were Mr. Haymond, in charge of the testing and experimental work; Mr. Adams, chief of the heating and ventilating department; Chief Engineer Watts, General Steinmetz and Mr. H. G. Balkam, inspector and surveyor of risks for the Association of Fire Underwriters.

Similar tests have been arranged for in Ottawa, and in both London and Birmingham, England, whilst the principal architects in the United States and Montreal are proving their appreciation by specifying it. For example, in Montreal, such buildings as the Young Women's Christian Association, on Dorchester street; the McDonald & McIntyre building, on Victoria square; the Royal Victoria College, Verdun Insane Asylum and many smaller structures, have been, or are in process of being, plastered with "Asbestic."

Reuter's agency thought that this test was of sufficient importance to the architects and builders in Europe that they cabled the result to London, England, from where it would be transmitted to the newspapers throughout Europe.

It might be added that Sir Donald Smith's new house at Glencoe, Scotland, is being plastered throughout with Asbestic.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

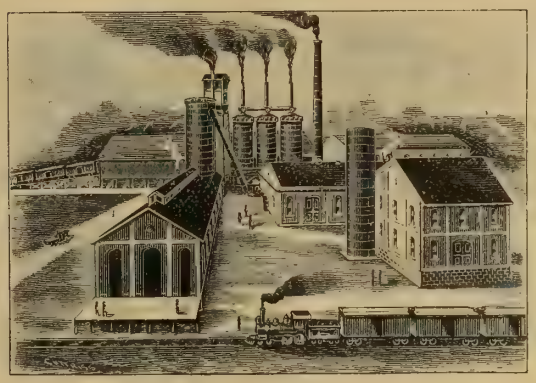
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



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HAMILTON Canada.

Manufacturers of

HIGH GRADE

Of....

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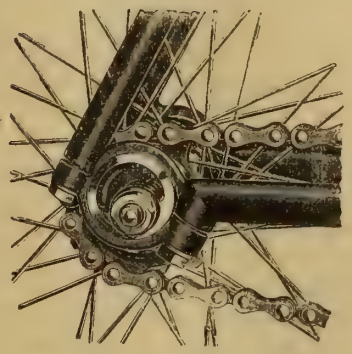

A FEW AGENCIES STILL OPEN.

THAT CHAIN ADJUSTMENT

IS ON ALL

Wolff-American High Art Cycles

A twist of the wrist and the chain is adjusted.

Sole Canadian Agents

DORKEN BROS. & CO.

. . . Montreal.

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ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

Sold by leading paint dealers everywhere.

Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of McDonald & Co., general merchants, Massey, has been called for Feb. 2.

Horace E. Moore, general merchant, North Sydney, has assigned.

Guimont & Devoyaux, general merchants, Cap St. Ignace, Que , have assigned.

James R. Anderson, blacksmith, Eramosa, has assigned to H. W. Webb.

J. A. Bishop, general merchant, Baldoon, has assigned to C. B. Armstrong.

Robert Lindsay, manufacturer of pumps, Streetsville, has assigned to J. J. Mahaffy.

P. W. Bates & Co., general merchants, Merrickville, have assigned to James Smart.

B. Lauzon, general merchant, St. David, is offering to compromise at 40c. on the dollar.

J. & J. Straitch, general merchants, Teeswater, have assigned to E. J. Henderson, Toronto.

Halliday & Co., general store and creamery, Chesley, have assigned to E. J Henderson, Toronto.

The estate of the late Lyman Buck (L. Buck & Son) is offering to compromise at 30c. on the dollar, cash.

T. Bernard & Co., general merchants, Boucherville, Que., have compromised at 40c. on the dollar.

John D. Cameron, general merchant, Greenfield, is offering to compromise at 45c. on the dollar, cash.

A meeting of the creditors of the Huyck Mercantile Co., general store, Colborne, is called for the 29th inst.

The American Asbestos Co., Black Lake, Que., has called a meeting of the creditors for March 4, at Arthabaska.

B. Ram, general merchant, Melocheville, Que., has assigned, having failed to secure a compromise at 35c. on the dollar.

E. Zeller, general merchant, Merlin, has assigned to C. B. Armstrong, London, and a meeting of creditors will be held on the 29th inst.

M O'Brien, general store and hotel, Whitefish, has assigned to F. Lemieux, Sudbury, and a meeting of the creditors will be held Feb. 1.

PARTNERSHIPS FORMED AND DISSOLVED.

W. J. Dickson & Co., manufacturers of paints, Montreal, have dissolved.

Geo. McLaren & Co., hardware and grain, Port Elgin, have dissolved.

The British Columbia Electrical Construction Co., Vancouver, has dissolved. — Brown continues.

Joseph and Narcisse Elie have formed a partnership to carry on business in Cowansville, Que., as blacksmiths, under the style of Elie Bros.

SALES MADE AND PENDING.

J. J. Goldie, painter, Alliston, is advertising business for sale.

The stock of the estate of Meredith Grass, general merchant, Ridgetown, has been sold.

The stock of the estate of Kelley & Co., general merchants, Tavistock, has been sold.

The stock of S. W. Reynolds, general merchant, Algoma Mills, is to be sold Feb. 3.

The stock of W. S. Goodwin, general merchant, Esquimalt, B.C., is advertised for sale.

The stock of the estate of F. X. Messner, general merchant, Formosa, is to be sold by auction Feb. 5.

The stock, etc., of Tackaberry & Loughrey, wholesale and retail hardware, London, are advertised for sale Feb. 2.

CHANGES.

John McMahon, general merchant, Oustic, has been succeeded by Joseph Carton.

Hunter & McKinnon, general merchants, Sandon, B.C., have sold out to Hunter Bros.

Sutherland & Co., general merchants, Wellington, have sold out to David L. Jones.

James Johnston has opened a general store at Denbigh, Ont. He was formerly in business in Ompah.

Two Edmonton South merchants have amalgamated. They are J. S. McNulty, general merchant, and R. K. Allan, grocer.

Thomas Mallory, blacksmith, Mallorytown, has sold out. John Ferguson has started a blacksmithing business in the same town.

The Walter H. Cottingham Co., Ltd., the Cottingham Varnish Co., Ltd., and the Sherwin-Williams Co., Montreal, have consolidated under the style of the Sherwin-Williams Co.

FIRES.

Minnie McRae, general merchant, Stayner, has been burned out.

Daniel Anderson, general merchant, Harbor au Bouche, N.S., has been burned out. No insurance.

G. R. Hannah, hardware, etc., Shelburne, has been burned out. Hillhouse & Jelly, hardware merchants, of the same town, have had their stock damaged by smoke and water.

DEATHS.

E. Pepin, blacksmith, Quebec, is dead.

BRITISH HARDWARE AND CUTLERY EXPORTS.

The total exports of hardware and cutlery from the United Kingdom for the year ending December 31, 1896, according to statistics compiled by the Board of Trade, amounted to £2,121,268, while in 1895 the total value was £1,856,532. Australasia was their best customer, having taken £370,614 during 1896. The next largest consumer of British hardware during the last year was the British East Indies, which took £208,171. The United States imported £164,260 in 1896, while in 1895 the value of these imports reached £191,006.

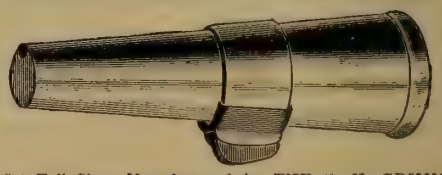
T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

ELEVATOR MOTORS.

Would a manufacturer of Electric Motors for elevators kindly correspond with this office as we have an enquiry from a probable purchaser? Address,

Canadian Hardware and Metal,
Board of Trade Building, Montreal.

RECORD DOUBLE TIN SAP SPOUT.



Cut Full Size. Manufactured by THE G. H. GRIMM MFG. CO., 84 Wellington Street, MONTREAL.

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods

Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

HARDWAREMEN.

Has it ever occurred to you that we are the largest manufacturers of Shoe Dressings, Inks and Shoe Blackings in Canada? Write for our Price List.

BERLIN, ONT.

MACHINERY VS. BRAINS.

THE skilled workman of to-day, says a writer in an exchange, is as much a product of the times as the machines he is so largely occupied in tending, and though the operative of to-day may be individually as intelligent, and undoubtedly far better educated, and an all-round better citizen than his predecessor of a previous generation, yet so far as his actual work is concerned, brain power is being actually superseded by steam power.

I make this rather sweeping statement deliberately and with a sincere conviction that, disguise how we may, while our machines are becoming almost human, nay almost superhuman in their powers, the workman himself is, as a matter of fact, more and more nearly approximating to the condition of an automaton—a wage-earning machine. He is living upon the brains of dead-and-gone inventors, pioneers of mechanical industry, like Maudsley and Bramah and Whitworth. The mechanic of the present day gets through his day's work without the necessity of exerting himself to more than the most trifling extent, either bodily or mentally. I quite admit that this is a gain, on the whole, for all the parties concerned; for the workman, because; though his work is lightened, he earns better wages and is at liberty to devote his intelligence to doing good for himself in other ways—his status is raised; he has time and opportunity for rest and rational recreation; his day's work is not, as formerly, his day's sole occupation. It is a gain, too, for his employer. A single man's production is now from five to fifty times what it was in the early days of mechanical engineering. It is good for the community at large—directly, because the increased facility of production lessens the price at which good articles may be purchased, and, indirectly, because the man, relieved from exhausting toil, is a more valuable citizen than he who has no leisure to devote to the improvement of himself and his fellows.

I must not, therefore, be understood as conveying a reproach when I assert that the mechanic of the period has his mental as well as his bodily labor performed for him.

DEPARTMENT STORES IN HALIFAX.

Departmental and co-operative stores have not proved much of a success in Nova Scotia. Last year E. Collishaw started a departmental and co-operative concern at New Glasgow, a town in which are situated several large iron industries. His plan was to supply his customers with goods at 5 per cent. on cost price. To become a customer it was necessary to pay $10 per year. Several hundred workingmen were induced to become customers, and as a consequence, legitimate tradespeople in the town did a lot of kicking. Collishaw managed to get the goods, however, although his capital was known to be limited. A few months ago he made an assignment. Now, T. Graham Fraser advertises that he has purchased the stock ($20,000 worth) at 33½c. on the invoice price, and, in consequence, is able to sell at slaughter prices. It is the old story over again: people like to be humbugged.

Perfection Clothes Dryer

Something that sells at sight.

Do you want to be first in your town. . . . .

Send for Sample and Prices.

45 Windsor St., Montreal

BOECKH'S STANDARD BRUSHES

The leading brushes and handled by the leading trade of the Dominion. . . .

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city. . . . . .

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS
. . . MANUFACTURERS . .
Toronto, Ont.

"GOOD CHEER" STEEL OVEN COOKING STOVES

GUARANTEED PERFECT.

SOLD BY LEADING DEALERS EVERYWHERE.

THOUSANDS IN USE.

THE JAS. STEWART MANUFACTURING CO. LIMITED WOODSTOCK ONT.

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

THE DEPARTMENT STORE.*

By Samuel Hopkins Adams in Scribner's Magazine.

A GOOD buyer who year after year increases his business, and the reputation of his department, who leaves for the semi-annual inventory a clean and desirable stock—one who, in fact, has the genius of money making—is paid a salary in the big houses of from $5,000 to $10,000, and often a percentage on the yearly increase of his sales. In some of the largest departments a number of the most capable buyers thus receive as much as $30,000 a year, and are regarded as cheap at that; a fact which can be readily understood when it is remembered that in a single department of a great shop selling say $1,000,000 worth of goods a year, a difference of 5 per cent in the profits, which may be the result of a good manager as distinguished from a mediocre one, amounts to $50,000. On the other hand, in the lower-class stores, buyers, in many of the departments, are paid as low as $25 a week, with no percentage. If the large incomes are the great exception, it is also to be said that the opportunities are more numerous than the men with the ability to take advantage of them.

The store stretches out like a huge block puzzle which, once fitted together, immediately shifts and changes and presents necessities for prompt rearrangements. One block shrivels, another expands, a third changes its form and nature, and the manipulator must perforce rearrange and reset the composite piece; or if the need be particularly urgent, perhaps extend his base so that he may have room for all his blocks. The store is the base; and the departments the troublesome pieces. To start with, there is a definite extent of space, each square foot of which is worth so much per year; this figure being invariably determined from the receipts of foregoing years with allowances for the general financial prospect of the year under consideration. A certain amount of space must be given up for stock rooms, receiving rooms, packing rooms, work and repair rooms, account rooms, offices of the buyers and executive officers, cash rooms and delivery rooms. All this is reckoned dead weight which the earning portion of the store must carry along. In many stores floor room which might be earning its share of the profits in immediate results as a department, is given over to the use of customers for sitting or writing rooms, or as a restaurant; but these are reckoned by the far-seeing proprietors as more than earning their share eventually in making the establishment attractive and adding to the comfort of the customers. Taking out the inevitable extent of "dead space," as it is called, there remains in every store a fixed amount of flooring as a basis of active operations; and here enters the internal rivalry. For in the division of this each department must be regarded as a separate establishment, whose head wishes naturally to obtain for it the greatest advantages.

If the problem were merely to divide a certain space, homogeneous in value, into a given number of equal parts, it would be a matter of measurement and a simple mathematical calculation. But the space is not of equal value all the way through. Obviously, the main aisle on the ground floor is better from a selling point of view than a corner on the third floor. It is on the line of the greatest travel, hence the more attractive staple goods usually line the main aisle, such as silks and dress goods. Blankets or underclothing, which are less ornamental than useful, would hardly be put here, nor would china or glassware, because of the danger of breakage. Places on an upper floor would probably be assigned to these departments; nevertheless it sometimes happens that a holiday "special," or a sudden cut for bargain purposes may stretch fortifications of blankets along the front of the store, and send fancy glass and china to the centre aisle with a total breakage which would seem formidable to the lay mind. A cut-glass "bargain sale" last winter suffered nearly $200 in accidents in one day, but the head of the department only rubbed his hands and said that he could afford that much per diem indefinitely, if the crowds would but come as they had done. Again, the departments, from their nature, vary greatly in size. Carpets require large space for exhibition; drugs require no more than the shelf room to store them.

Certain departments, then, fall naturally into place; but there remain many others, the relative earning power of which must determine their distribution. This is a matter for the firm to decide in council with the executive officers and the heads of the more important departments, who are in almost all cases the buyers. Achievements are mainly considered here, those departments which have made a poor showing in the year past being cut down in space, or sometimes transferred to less desirable locations; while the man whose department has shown an increase over the previous year's business, in excess of the normal increase which is expected from all departments, may have almost anything, within reason, that he chooses to ask for. In case of a general rearrangement and reapportionment of space, which occurs when an establishment moves into a new building, this rivalry becomes intense.

As it is with the floor space, so it is with the opportunities given. If a department's space is enlarged its portion of the entire expenditure of the firm must be enlarged also to meet the greater requirements, and vice versa. There are other considerations, also, in which the heads of the departments find themselves involved in keen rivalry; the apportionment of salespeople, both as regards numbers and merit, the opportunities for display in the windows, and the proportion of advertising with which they can succeed in inspiring the advertising man on their respective behalfs. Once started on a successful career, any department, unless it depends upon a fad for its prosperity, proceeds with tremendous momentum. It is not hard to see why this should be.

Take, for example, the instance of the manager of a dress goods department who hits upon a popular novelty. His department acquires a sudden reputation. Crowds flock there. His stock is sold out, replenished, again sold out, and the firm appreciates. Greater confidence and more capital for stock is meted out to that manager. Special advertisements are devised for him, or he suggests them himself, and the show windows teem with dress goods. Soon his space is found to be too restricted, and a branch is added to his department with an extra staff of salespeople; other departments which have not been doing as well as they should being mulcted of their counters and clerks for the successful one. With this increase of means comes increase of opportunity. Having larger sums at commend the manager can deal more advantageously with the manufacturers, and so he goes on the envy of his rivals in rival stores. When a dozen departments make progress in this way their combined impetus gives to the general business a momentum which to the dealer in a single line of goods would seem little short of miraculous.

Undoubtedly the chief outward exponent of the policy of the store is the manager. His interests are bounded by the four walls, the roof, and the earth underneath. Every detail is, or should be, under his grasp, and in matters of discipline his authority is seldom over-ruled or his judgment questioned. He is practically the court of final appeal in all matters pertaining to the management and conduct of the store. Often upon the disposition of the manager depends a store's reputation among the store people. A man who has a reputation for harshness, quick temper, and unfairness will have difficulty in getting first-class men and women behind his counters. Supplementary to the duties of the manager are those of the superintendent, who generally has assistants under him.

* This article is one of a series being published in Scribner's Magazine. We regret that lack of space prevents our reproducing the many excellent illustrations which go to make it the most interesting feature of the January issue of that monthly.

WANTED . . .

Travellers calling upon retail hardware trade—in Eastern Ontario and Province of Quebec—choice side lines—liberal commission. Applicants state lines now handling and territory.

Address—"Hardware Side Line,"
Care of
Canadian Hardware and Metal, Toronto

The Star Manufacturing Co.
Manufacturers of
CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.
Movements for Bicycle and Door Bells. Send for Discriptive Circular of our Patent "Ball" Burglar Alarm.
NEW HAVEN, CONN.

PATENTS
Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "**Inventors Guide**" and "What profitable to invent," **Free. MARION & LABERGE,** Engineers & Experts, 185 St. James St. MONTREAL.

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine.
327 St. James Street, - - - - - **MONTREAL**

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

Unlike the manager he is seldom a member of the firm.

In general $5,000 is a good salary for a superintendent. This was paid for years to a woman who held that office in one of the largest of the New York department stores. On the other hand the salaries of assistant superintendents go very low in some cases, considering the responsibility of the position. A prosperous department store in upper New York pays to its assistant superintendent, a girl of 22, less than $700 a year.

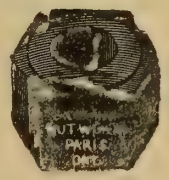
The buyer is the head of the department in so far as it is considered as a financial integer of the whole establishment. He selects its entire stock. His is the praise for success, or the blame for failure. With him rests the entire responsiblility, and within such bounds as the general policy of the store sets he is a law unto himself in his conduct of the department. Usually a limit to his expenditure is established, beyond which he may not go except by special permission of the firm. To understock is an error; to overstock a blunder. It is a buyer's maxim that throwing away outgrown stock is cheaper than keeping it on the shelves. The buyer must be a prophetic soul, to foresee what shades of silk will be most popular in the coming season, what make of cloaks, or what style in gowns. Once he has decided, every energy must be put forth toward forcing the style selected into fashion, and the influence thus brought to bear is often very potent.

Special room in the store is set apart for the buyer of each of the more important departments, where the agents for the manfacturing firms bring their samples for examination; and every morning these gentlemen can be found in large numbers in the ante-room waiting their turn to be received by his honor, the judge of their particular line of goods. They have an opportunity to see the world, too, these buyers; for many of them must make two trips a year to Europe, or, in these days of startling departures in the business, even to the uttermost parts of the earth. A single store will sometimes send a dozen buyers to Europe and others to Japan, India, and Africa, in pursuit of rugs, silks, mattings, and a thousand and one things. A merit equal to good buying is to arrange the scale of prices well. Every article in the department is sold at the figure the buyer decides upon. On the one hand he must make his price large enough to insure a good profit to his department; on the other, he must make it small enough so that the public may be sufficiently allured to clean up his stock for him; and as he steers his course between Scylla and Charybdis, the sails of his rivals loom up in the offing threatening to distance him in the race. One of the bitternesses of life to the hardworking buyer is to have the advertising man (who keeps track of all other stores as well as his own, and is a sort of general information bureau) tell him, after he has made his price on a particularly promising line of goods, that the rival establishment down the street has cut under him 10 per cent. An inflexible rule in many houses is that goods of a standard quality must be sold at a price not higher than that of competitors, or be withdrawn from sale, and the latter course is not the usual solution.

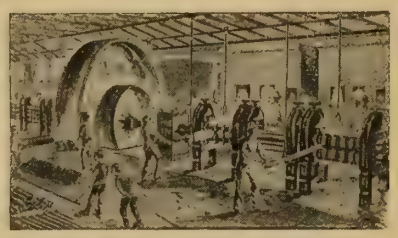
(To be continued in our next issue.)

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps. Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
ROLLING MILLS
Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.
AND FACTORIES
MONTREAL

TRADE MARK J REGISTERED.
"JARDINE"
Horseshoe Vises . .
One of the handiest winter tools in a shoeing shop. Useful at all times, they are indispensable in winter.
A. B. JARDINE & CO.
HESPELER, ONT.

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their (B) SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR (B) SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 29, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X.	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X. "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 0

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½
Allandale, I.C.	2 90	3 00
" I.X.	3 65	3 75

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	....	1 65
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	...	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 30	....
26 "	2 40	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.; ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.; 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c

Galvanized Iron.

Queen's Head or equal grades, in small lots:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0.27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

neets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb.	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11½	0 12
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb.	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
f.o.b. Halifax, St. John, Montreal, Toronto	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 15
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 35

Linseed Oil.

Raw, per gal	0 45½	0 47
Boiled, per gal	0 48½	0 50

eight allowed. Price 2c. less Toronto, Hamilton, London.

Turpentine.

to 4 barrels	...	0 43
5 to 9 "	....	0 42
10 to 15 "	....	0 41

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 08½
Small lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list. Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 2
Thin card wads, in boxes of 1,000 each, 10 gauge	0
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M,
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges.................... 0 90
5 and 6 gauges.................... 1 10
uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges.................... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb........................ 0 10 0 12½
Anvil and Vice combined, each........................ .... 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross ...... 3 60 ;30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ......
" Sewing, per gross.. } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes................ 5 25 5 50
Chopping Axes—
Black Prince.............. 7 25 7 50
Forest Clipper............ 7 25 7 50
Lance 8 50 9 0J
Mann's............. .... 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made.............. 7 50 7 75
Climax.................... 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

inc discount 3 90 4 0
opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.

Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz................ 3 35 4 75
Moulders', per doz............ 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz...... 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriege, dis.. 60 p. c. off new list.
Tire, dis., 65 and 10 per cent.

Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz........ .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 11 25

Cement.

Canadian, Portland................ 2 30
English " 2 50
Belgium " 2 25
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red.......................... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

D isy or Leader, dis. from factory, 65 per cent.; from stock, 63 per cent.
Steel, net.......................... 3 00

Clamps.

Judds', dis. 20 per cent.
stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz.............. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz.......... 16 00 51 50
P .S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

doz 90 1 75

FAWCETS.

Cork Lined, per doz.......... 0 30 0
Wine, per doz................ 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent.
Kearney & Foote, 60 and 10 per cent.
Nicholson File Co., 50 and 10 per cent.
Heller's Horse Rasps, 45 per cent.
Jowitt's, English list, 25 to 30 per cent.
American 60 and 10 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto. London is 5c. higher on Star and 10c. on Double Diamond.

Pilkington.

Ordinary.
1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 68

Picture Glass.

Pilkington's Ordinary.
1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz............ 1 10 1 20

Sledge.

Canadian, per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, 50 to 25.
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. t.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz............ 1 00 1 25

Plane.

American, per gross.......... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb.......... 3 65 3 75
12 in. up, per lb.......... 365 2 75
Per doz. set.
Screw. Eureka................ 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring........................ 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz.............. 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron:

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000................ 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb................ 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross............ 1 60

KNOBS.

Door, japanned and N.P., pe doz. 0 85 3 00
Bronze, Berlin, per doz....... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross.......... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz......	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz....	0 50	6 JC
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz...........	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz......	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis—50 to 60 dy................	2 30
40 dy......................	2 35
30 dy......................	2 40
20, 16, aud 12 dy..........	2 45
10 dy......................	2 50
8 and 9 dy................	2 55
6 and 7 dy................	2 70

2. American pattern only—

From 4 to 5 dy............	2 90
3 dy (lath)................	3 30

3. Canada pattern only—

From 4 to 5 dy............	2 70
3 dy (lath)................	3 20
3 dy, A.P. fine............	3 90

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16½
Carbon safety "	0 18	0 00
Canada w. w. "	0 18	0 00
American w. w. "	0 00	0 21
Pratt's Astral................	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.

Copper, per doz..............	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............	1 00	4 25
" Carpenter..........	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.....................	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6..............................	175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz..	5 00	9 00
German, per doz............	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning........................	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz............	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set........	0 00	0 72
" hollow, per inch...	0 00	1 00

PUTTY.

Bladder, per lb	1 75	01⅞
Tins, lbs......................	2 50	2 75

RAIL.

Barn door, per foot..........	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's. " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 50, 10 and 5 per cent.
Iron " dis. 60 and 5 per cent.
Tinned and black rivets, 60 and per cent. to 65 and 5.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6¼	00	8½
¼, 5-16, ⅜ in..............	6¾	00	9
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..........	0 60	1 00
" N.P., per set....	....	90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire...... ..... 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50
Solid, "	1 25	....

SAWS.

Crosscut, McMillan & Haynes, per dozen..............	0 40	0 70
"Empire," McMillan & Haynes, per ft....................	0 00	0 70

Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each........	0 75	2 75
frame only............	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 5C
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz..................	2 10	4 50
oot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz................	8 75	9 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.........	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz..............	2 30	2 45
" black................	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'..............	4 50	11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American..............	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish..............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb..............	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb.......	0 09	0 09
Labrador........ "	0 00	0 13
" Axe, "	0 00	0 15
Turkey .... "	0 00	0 50
Arkansas ...... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.......	3 50	5 00
Grind. per ton................	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.............. 60
" " tinned, 70 p. c.

B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)....	30

B.B.B. cut tacks (in bulk), 50 to 55 p. c.

" " (in dozens, 1 to 6 oz)..	45
" " (in dozens, 8 to 24 oz)..	30
" " ¼ weights	40
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned..............................	52½
Swedes, upholsterers', genuine	50

Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.

Swedes, carpet, gimp, lace	35
brush, blued and tinned..........	40
Zinc tacks..............................	35
Copper tacks and nails	60
Leather carpet tacks	30
Trunk nails, black and tinned	65
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers..................	10
" " in bulk	15
" " solid heads, in bulk........	42½
Saddle nails in papers..................	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks. discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 5

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.

Mouse, per doz	0 35	1 50
Rat, per doz..................	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........	....	0 21
Wrapping, mottled. per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb..............	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz................	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each..................	6 00	7 00
Peter Wright's, per lb........	0 12	0 13
Pipe, each........	5 50	9 00
Saw, per doz	6 50	13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils	2 75	3 00

WIRE FENCING.

Carload Lots and Under.

Galvanized, 2 barb, 2½ and 5 inches apart..............	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all.. delv'd....................	2 70	2 75
Plain twist..................	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

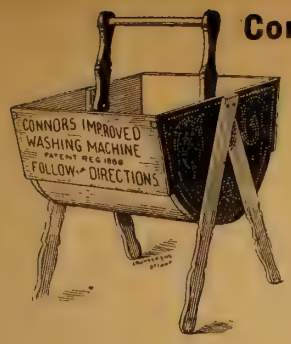
WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 50 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3
" S., per doz	5 80	7
G. & K.'s Pipe, per doz	....	6
Burrell's Pipe, each	....	
Pocket, per doz		



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IMPROVED WASHING MACHINE

Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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Agents wanted

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CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

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THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent

Sporting Goods . . Leading dealers in all kinds of **WINTER SPORTING GOODS**

COMPRISING—

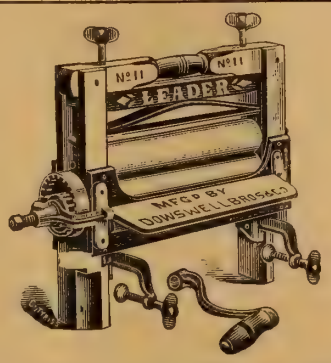
Snowshoes, Mocassins, Skates, Hockey Sticks, Punching Bags, etc.

Our ***Hockey Sticks*** are the finest shapes on the market, and the prices right. We are the leading house on ***SNOWSHOES*** and our ***MOCCASINS*** are the finest made.

Send for Samples and Prices.

The Wightman Sporting Goods Co.

403 ST. PAUL ST., MONTREAL.



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Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts, All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . **MONTREAL**

and Meakins & Sons, Hamilton.

The OLD WOODEN BUCKET MUST GO

Indurated Fibre Ware.

NO HOOPS, NO JOINTS, CANNOT LEAK, SWELL, OR WATER SOAK.

The E. B. EDDY Co.

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HULL, CANADA.

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

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Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

The Best They Ever Handled!

"UNIONVILLE, Feb. 10th, '96.

"THE JAMES ROBERTSON CO., LTD.,

"TORONTO.

"We feel justified in tendering you the following recommendation with regard to your Perfection Wall Finish and Ready-Mixed Paints, as of late years we have adopted your manufacture almost exclusively. Our practical man, who has tested several brands of Wall Finish, reports that Robertson's excels any of them as to quality, appearance, durability and general satisfaction. As we have used a lot of this on several large churches in this vicinity, we can confidently recommend it as the best we have ever handled. Your Ready-Mixed Paints are giving us so much satisfaction that we are dropping out of all other makes.

"Yours truly,

"PADGET & HAY."

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

THE PAINT MAKERS.

BICYCLE TRADE NUMBER

CANADIAN

HARDWARE

AND METAL MERCHANT

MONTREAL AND TORONTO, FEBRUARY 6, 1897 No. 6

MAGNOLIA METAL

TEN LEADING GOVERNMENTS

Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

74 Cortlandt Street New York

The Standard Weight

for Galvanized Sheet Iron is that established by "Queen's Head" brand—10 lbs. per sheet of 24 x 30 x 28 gauge, and 11½ lbs. for 26-gauge. If comparing price with brands weighing 15 to 20 per cent. more, take the price per sheet, and bearing quality in mind, you will find it as true as ever that while you can buy lower-priced Iron than "Queen's Head," you can't buy cheaper.

Largest Manufacturers under the British Flag

Latest Invention.

Safford

PATENT

Radiators

THE ONLY RADIATOR in the world made without bolts, packing or rods.

228 SIZES. 20 PATTERNS.

MANUFACTURED AND INVENTED BY THE

TORONTO RADIATOR MFG. CO. Limited Toronto, Ont.

MORGAN & WRIGHT TIRES ARE GOOD TIRES

MORGAN & WRIGHT TIRES ARE GOOD TIRES

To The Trade

Morgan & Wright Tires and Cements
Indianapolis Chain & Stamping Co.'s Chains
G. L. Thompson Mfg. Co.'s Steel Stampings
Excelsior Needle Co.'s Spokes and Nipples
Detroit White Lead Works' Enamels
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WE ALSO CARRY A FULL LINE OF SUNDRIES.
OUR 1897 CATALOGUE WILL BE READY FOR MAILING MARCH 1st.

RICE LEWIS & SON

(Limited

..... TORONTO

MORGAN & WRIGHT TIRES ARE GOOD TIRES

MORGAN & WRIGHT TIRES ARE GOOD TIRES

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN

Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

YOU WANT OUR

Factory Milk Can Trimmings

When ordering Broad Hoop Trimmings ask for the new Convex Bottom, which is stronger, as the bottom rim is narrower.

The body of the can extends further into the bottom, and consequently protects the side more.

The bottom being further from the floor, is less apt to become damaged.

The corner where the body is soldered to the bottom is a sharp corner. which makes it easy to solder.

Rough handling cannot separate the body from the bottom, as can easily be seen by the construction.

The new narrow bottom or Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the Broad Hoop Trimming.

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, FEBRUARY 6, 1897 No. 6

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
Limited.

Fine Magazine Printers
and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
MONTREAL: Board of Trade Building. Telephone 1255.

John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

HARDWAREMEN AND BICYCLES.

FOR some years past HARDWARE AND METAL has been urging that bicycle selling was a part and parcel of the hardware dealer's business.

Slowly, but surely, the trade has begun to realize that fact; but the season of 1897 promises to witness a much more rapid development of this tendency than any previous one.

We are now at the noon of the day when bicycles will be considered as much the part of a hardwareman's stock as a jack-knife, and when a hardware stock will be as incomplete without the one as the other.

Last year hardware dealers took up the sale of bicycles and bicycle sundries to a greater extent than they ever did. But last year was the entering in of the thin end of the wedge, compared with what promises to be done during the present year of grace.

From what HARDWARE AND METAL can gather, there will not be many hardware merchants in the country who will not, during this season, interest themselves in bicycles in some way.

And not only is the number of those handling bicycles on the increase, but the method of doing so is undergoing some change.

In the past it has been the practice of this and that dealer to handle only one make of wheel as a rule. This eventually promises to be the exception rather than the rule. And the way things are tending it is quite within the range of possibility that in a year or two hence large hardware dealers will be carrying in stock samples of at least the principal standard wheels.

With this development of the bicycle trade among hardware dealers, HARDWARE AND METAL will endeavor to keep abreast. This issue is an evidence of it, and each future issue an effort will be made to emphasize it by the publication of special articles and news items appertaining to this particular branch of the hardware trade.

With this increased attention which hardware men are giving to the bicycle trade has naturally come increased importance of HARDWARE AND METAL as an advertising medium for manufacturers and jobbers, for there are but few hardware stores in the Dominion to which this journal does not regularly go. It is the only journal devoted to the hardware trade in Canada, and naturally the best medium through which access to that particular interest can be obtained.

Everything is changing these days: Even Jack Frost is being cut out of his job by the ice machine.

CORDAGE IRREGULAR.

THE cordage market has been very irregular in Montreal during the past week.

On the one hand the firm tendency already noted in sisal continues, another advance of ¼ to ½c. being established this week, prices now being held at 7 to 7½c. for 7-16 and upwards.

On the other hand, manilla cordage has declined to the same extent that sisal has advanced, being ¼ to ½c. lower, at 8¼ to 8¾c. for 7-16 and upwards, and 8¾ to 9¼c. for the smaller sizes.

THE CHICAGO BICYCLE SHOW.

CHICAGO has become noted as the scene of the greatest bicycle show in the world as well as the scene of the greatest World's Fair ever held.

It has earned this additional notoriety by the bicycle show which was held there from January 23rd to 30th inclusive.

The exhibition was held in the Coliseum, one of the few of the World's Fair buildings that were allowed to survive.

The magnitude of the show may be gathered from the fact that there were about 600 exhibitors, while the alleyways in the building had an aggregate mileage of nine miles.

In order that the hardware trade in Canada might be advised of the nature of the show a member of the staff of HARDWARE AND METAL was deputed to visit Chicago for the purpose of preparing a report of the event. This report will be found in another page, and it is full of interest to hardwaremen as well as bicyclists.

There is some talk in both Montreal and Toronto of holding a bicycle show. It is to be hoped the talk will have a practical result.

LIGHT DEMAND FOR SWEEPERS.

The sale of carpet sweepers was at one time a profitable side line in the hardware trade, but to-day very few of them are handled. The trade has nearly all gone into the hands of the dry goods dealers, and especially to the houses handling carpets and curtains. Orders from the hardware trade this season are very light, and where they asked for dozens two years ago they are this year asking for one or two. These articles are usually purchased by ladies, and as a lady goes more frequently to a dry goods than to a hardware store, she picks up what she wants in the formerr.

PROSPECTS FOR RECIPROCITY.

ONE cannot tell what a day may bring forth in national life any more than in the individual life; but, judging from the present outlook, the prospect for reciprocal trade relations between Canada and the United States appears to be remote indeed.

As every newspaper reader is aware, a movement is on foot in the United States to rehabilitate the reciprocity policy, fathered by the late James Blaine, and given effect by the McKinley tariff. But in all the discussions which have taken place practically no reference has been made to a trade arrangement with Canada. Reciprocal trade relations with the republics of South America is the one object apparently sought.

Only last week the National Association of Manufacturers in session at Philadelphia signified its approval of the principle of reciprocity, but it is evident from a perusal of the resolution which was adopted that it was designed that Canada should not come within the provisions of the scheme. Here is the resolution in question:

> Resolved, That Congress be invited to re-establish and extend the system of reciprocity which may be employed to secure for us tariff favors in Latin-American and other markets in which we are the largest buyers, while Europe is the preferred seller solely because of the lower wage rates and lower general costs of production in European factories.

He who runs may interpret this.

Of course, the attitude of the United States in regard to this matter is not very satisfactory to Canadians.

At least nine-tenths of us in this country are in favor of extended trade relations with the United States on an equable basis. We would be foolish if we were not. Individuals do not hesitate to enlarge business relations with each other. And nations are aggregations of individuals.

But Canada will not mourn like men without hope if the United States refuses to be a party to reciprocal relations with her. If the United States sets more value upon the trade of a group of semi-civilized republics, whose purchases from it aggregate but a few million dollars, more than it does the fifty-five million dollars worth of goods it sells to Canada annually all we can do is to stand aghast at the short-sightedness of its statesmen and business men.

The United States' total exports last year to the five Central American republics aggregated but $7,844,880; to eight countries comprising the West Indies, $26,541,529; and to twelve countries in South America, $36,296,984. A total all told of $70,683,393, divided among twenty-five countries, or only about ten millions more than to her near-by neighbor alone. Of course, it is only with comparatively a few of these countries that our neighbors expect to make treaty arrangements. It is only fair to state that the figures above given do not include the exports of the United States to Mexico, valued at $19,000,000.

Canada is by no means dependent upon the United States, and if our cousins across the border have an idea to the contrary they never had a more erroneous one.

Canada is by far a better customer of United States products than the latter is those of the former: Of the total exports of this country 36 per cent. go to the United States, but of our total imports a percentage of over 50 per cent. comes from the land to the south of us.

HARDWARE AND METAL only wishes that the efforts of the Government to bring about a reciprocity treaty with the United States may be successful, but we are decidedly sceptical about the matter. And in the meantime we should redouble our efforts to develope our export trade with Great Britain and other countries.

JUMP IN MATCHES.

For some time there has been a great deal of senseless cutting among the makers of matches in Canada. And to such an extent was this carried on that the manufacturers were actually losing business.

During the last few days, however, an arrangement has been made whereby prices have been advanced 40 to 50c. per case. The new figures are given in our prices current.

BICYCLE ENAMELLING.

In enamelling and finishing a high-class bicycle as much care is taken as would be given to a first-class coach. In the first place the frame is given a bath in a solution to free it from all grease or moisture. After this, the following are applied, each coat being baked in turn from 5 to 7 hours at a heat of from 160 to 180 degrees: (1) a coat of ground color. (2) a coat of color of the desired shade. (3) a coat of colored varnish. (4) and last, a coat of fine clear baking copal varnish.

The enamel must be tough, durable, and when finished must not crack, chip, or scratch under the most trying tests.

A number of manufacturers prefer the black enanel, but colors are coming very much in vogue, and one concern, the Canada Paint Co., of Montreal and Toronto, have a large output in colored baking enamels, supplying, amongst others, the Goold Co., of Brantford, who make the "Red Bird."

In addition to black and white enamel, the favorite shades are cardinal, maroon, orange and vermilion.

The wooden rims are treated in the same manner as a buggy wheel, that is to say, first the filler, then two or three coats of a durable elastic varnish, specially made for the purpose.

A LESS VEXATIOUS TARIFF.

WHILE very little can be gained from the Ministers as to what they propose doing in a general way with the tariff, HARDWARE & METAL learned from a member of the Government that one important object they will have in view when preparing a new tariff will be to simplify it as much as possible.

For the past two years this policy has been continually advocated in these columns. Hon. Clarke Wallace endeavored to make changes, but he had a hard fight with the permanent officials and politicians.

The ordinary Customs officer imagines the tariff is made for him and not for business men and the country. He is fond of red tape, and is continually making regulations for importers. These suit his own convenience, but they harass the importer. The Government has selected the officials for their political and not for their practical business experience. By chance we occasionally get good men.

A sample case was mentioned the other day by a Montreal dry goods merchant. A man who knows nothing about dry goods was appointed assistant to the appraiser in dry goods. He had been a dealer in hides.

The evidence given before the Commission at every point emphasized the strong feeling among business men against the vexatious annoyances to which they are subjected by officious officials and unfair rulings. It is also likely that a strong effort will be made to reduce to a minimum the different valuations for duty of the same article at different points.

Among the hardware jobbers it is generally understood that there will be a reduction in the duty on shovels. We doubt if there is any ground for this rumor. Still it is what might happen in view of the very injudicious action of the shovel manufacturers in combining to pay a large sum of money to American makers to keep them out of this market.

WANT CITY POSTAGE REDUCED.

AT the recent annual meeting of the Montreal Board of Trade, J. B. Learmont, of the firm of Caverhill, Learmont & Co., spoke strongly in favor of the reduction in the rate of city letters from two to one cent.

He contended, and with considerable reason, that the cities and towns were taxed in order to make up for the deficiency that occurred in the country.

A large proportion of the city postage was distributed by the Government at practically little or no cost, being simply dropped in the post office and called for without ever touching the hands of the carriers.

He made the strong plea that by main-

taining the present rate the country rather lost than gained in revenue, as many merchants found it cheaper to employ one of their junior clerks part of the day in delivering business letters than to pay postage on them.

The board had called attention to the matter before, but he presumed that it had been pigeon-holed like many other petitions.

The business men should keep persistently at the Government, which was the only way to secure the desired reform.

A motion in accordance with his remarks was unanimously adopted, and the Government will be again petitioned.

WANTS NO DELAY.

THE question whether prospective changes in the tariff should take effect at once in the ordinary course or whether a certain space of time should elapse before they go into effect is attracting a great deal of attention.

A leading manufacturer, speaking of the matter the other day, delivered himself as follows: "There are good arguments in favor of both courses. It is unquestionable that sudden changes in the tariff are a hardship in many instances, and frequently inflict serious losses on importers. Still, I think that with the conditions as they are, the chief object to be strived for is to dissipate the present contraction in business. The Customs returns prove this. At Montreal the duty collections for January were $517,362, against $773,184 in January, 1896, a decrease of $255,821. At Toronto they were $312,507, against $418,925, or, in other words, there was a falling off at the two centres of $362,239 during the past month.

"I contend that such a shrinkage is abnormal, is mainly owing to the uncertainty regarding the tariff changes, and anything calculated to prolong the undesirable condition of affairs is prejudicial to the best interests of the mercantile community. Besides, the general belief is that the alteration will be in the direction of declines. In this event there is nothing to be gained by delay. Then, with importers confining themselves, as they now are, to the barest necessities, the inconvenience, even in case of an advance, will be slight. Altogether to my mind it seems highly advisable that the proposed tariff changes should be brought down and go into effect with as little delay as possible."

WASHERS ADVANCED.

The trade discounts on washers have been reduced from 60 and 5 to 55 per cent. off the list.

GREEN WIRE CLOTH DEMORALISED.

THE wholesale trade is beginning to book orders for green wire cloth for future delivery, but at prices lower than ever before.

Last year at this time $1.50 was the price but the present season opens at $1.40 per 100 square feet. Two years ago $1.85 to $1.90 was the idea.

The cause of the low prices is the competition from the makers in the United States. On the other side an effort is being made to form an association and form a pool, but so far one or two makers are holding out, not being able to agree as to proportion.

At the moment the market over there is demoralized, and the makers in Canada necessarily feel its effects.

ADVANCE IN CASTOR OIL.

The castor oil market, which a few weeks ago was tending downward has suddenly gone in the opposite direction again, prices in the primary market having advanced about 1½c. per lb. from the recent lowest point.

Castor oil laid down in Toronto to-day would cost about 9c. per gallon from Calcutta, but so far local dealers have not made any changes in their figures.

IVER JOHNSON'S ARMS AND CYCLE WORKS
HONEST CYCLES AT HONEST PRICES
FITCHBURG, MASS.

SEND FOR CYCLE CATALOGUE.

IVER JOHNSON AUTOMATIC

...AND...

IVER JOHNSON HAMMERLESS

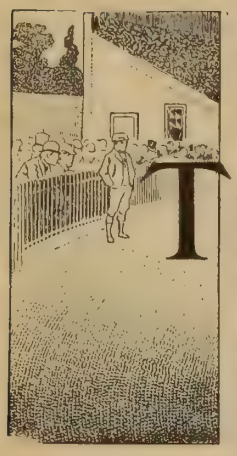
REVOLVERS

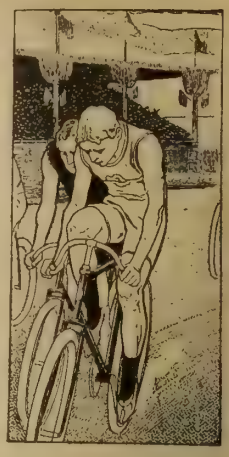
These Firearms have for 26 years been the leaders throughout the world. We undoubtedly manufacture more fine pistols than all the other makers in the United States combined. Our goods are standard and they are money-makers. Hardwaremen, dealers and jobbers are invited to correspond. Catalogue sent upon application.....

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass., U.S.A.

THE CHICAGO BICYCLE SHOW.





THE bicycle manufacturers of the United States took possession of the Coliseum, Chicago, on Saturday, January 23, to hold undisputed sway for one week. At 8 o'clock on that day the doors of the great building were thrown open to admit the crowd which came to get a first view of the bicycles which will be ridden during the year 1897. They were well rewarded for their trouble, for they saw the greatest cycle show ever held, and probably the greatest trade show which was ever planned. They saw an immense array of glistening wheels, the shining enamel and metal trimmings reflecting the light from thousands of lights all over the roof. They saw the great roof a mass of bunting, and a long row of flags stretching down the building and thousands of lights all over the roof. The gilt dome of the pavilion in the centre, with the flaming letters of "National Cycle Board of Trade," was very conspicuous, and looked well from any part of the building. After pausing a few moments to admire the decorations, the crowd began its travels up and down the long aisles to look at the different booths.

There was a good-sized crowd present for the opening night, but it seemed to lose itself at times in the immense building with its nine miles of alley ways. The busy workers in the booths hustled around telling the fine points of their exhibits to the visitors and the souvenir fiends began their work, but they did not reap as rich a reward as is reported they did last year. The bell booths gave away a "ring" to every visitor, just as they did last year, and the show went on much the same as other cycle shows have, with one exception, that everything was on a larger scale. A band concert opened the evening, and many of the visitors went at once to the seats in the gallery to listen to selections which were being played. The poster show drew its admirers away from the rest of the crowd, and each booth attracted its special friends, who remained around it for the greater part of the evening. The pavilion in the centre was surrounded by a dense crowd all the time, and the booths in which were shown some novelty had their share of spectators.

THE COLISEUM.

A characteristic feature of the Coliseum is its adaptability to change. In a few hours the vast building can be transformed from a ball room to a convention hall, an assembly room, a race track, and to a show room; in fact, to almost anything which needs a large amount of room. And in no particular has this feature been so pronounced as in the transformation which has made it a magnificently decorated exhibition hall whose rival has not been seen. It must have been a gigantic task to drape the expanse of roof, covering the long girders with bunting attractively festooned and looped back with Chinese lanterns enclosing an incandescent light at each festoon; and it has been a greater task to cover the bare railings along the aisles and placed across the different sections, forming 600 booths, in which are exhibited every part of a bicycle, from the smallest set-screw to the complete wheel, besides an infinite line of saddles, tires, hubs, balls, chains, handle bars, bells, and everything else which could in any way be advantageously attached to a bicycle. It took weeks of careful study to plan for all the decorations which are in place and an enormous expenditure of money. But it was learned that after the plans were made and the materials ready, it took only a short time to make the change, and the first night when the lights were turned on and the bicycle-loving public was admitted to view the work of the cycling manufacturers it was a sight worth going a long way to see. Every tiny light shone brilliantly in the midst of a mass of color. The soft glow radiating from the Chinese lanterns which studded the great arched roof brought out into fine relief all the curves and festoons of the national colors, and made the long row of flags depending from each span the whole length of the roof shimmer as they undulated in the current of air which circulated through the building from the heating and ventilating plant. The illuminations which shone from the roof of the building were rivalled by the myriads of lights which studded all the booths on the floor space below. Signs made up entirely of lights showing the name of the firm owning the booth; bicycles with the frames carrying incandescent lights at all available points; globes, stars, triangles, and, in fact, all designs of a decorative character bearing lines of lights were seen on every hand. It was the object seemingly to emphasize the strong points of each exhibit by means of electric lights, and it was admirably carried out. Every fabric which is adapted for use in the ornamentation of the booths was used, from burlaps and colored canvas and denim up through the more costly tapestries, velvets and brocades. Carpeting of all grades was used, and Turkish and Persian rugs were in the majority of booths. Several manufacturers had patterns in the carpeting used, woven specially for the exposition, the design showing the name-plate or some other feature of the wheel or part they sold. And again in the folds of the draping along the sides of the booths the electric lights sparkled and the enamel of the wheels reflected back the light from the tiny lamps. In other booths bicycle lamps of various patterns were used in place of electric lights. Bicycle bells were arranged in fantastic designs, all tending to enhance the beauty of the exhibit within the booth. Railings of front forks were used, sprocket wheels were ranged in geometrical figures, chains were looped and festooned about the drapings, and the wheels of the bicycles were used by a few in designs of large and more pretentious patterns. The inventive genius of each manufacturer was given full sway to produce the most novel effect, and the art of the sign maker was exhausted in producing unique announcements of the worth of the bicycle of his firm.

LUXURIOUS DIVANS.

After attending to the decorations of the booths the manufacturers began work to prepare for the comfort of the agents who would visit them to take orders for their 1897 stock of wheels. The furniture which was used in the different booths was no small item in the general effect. Luxurious divans and couches were placed in a number of booths and nearly every space had a desk. In the galleries enough seats were placed to accommodate a large crowd and those tiring of walking up and down the long aisles viewed the exhibit from the gallery and got

a better idea of the general effect of the work than could be secured by going about among the booths. There the work of the decorator in the booth could be seen at its best, but the general plan used in the building could best be seen from the higher points. Hundreds of palms and evergreens had been brought into the building and placed in nearly all the booths.

Not the least of all the bright color present was the brilliant enamel of some of the wheels. A greater variety was shown this year than last. Flaming scarlets, yellow, orange, all shades ; blue and green ; white, with trimmings of other colors, and mottled and shaded wheels were seen everywhere. And the north end of the building looked like a rainbow, for there a hundred different styles of bicycle posters were ranged. But the centre of the whole building, both in beauty and interest, was the graceful pavilion, which rises above all the other booths with its graceful Corinthian columns and gilt dome, above which hung a canopy of the national colors. Crowning the dome, and immediately under the circle of lights at the top of the canopy, was a group of the most highly finished wheels turned out by the cycling firms this year. It must have been a difficult task to select an appropriate feature for the central point of the building, which had been set apart for the National Cycle Board of Trade. But the idea which was finally adopted was probably the best which could have been hit upon.

THE CENTRAL PAVILION.

The central pavilion was a round building, the dome of which was supported upon thirteen columns, marbled to represent onyx, with gilded pedestals and capitals. Within this pavilion was a pyramidal case, in which was exhibited in order all the parts which go to make up the wheel of to-day ; and with them the parts which have been used since the first bicycle was built in America. The old ordinary, of course, comes first in the list, and with it tricycles and velocipede parts. Directly above the columns, and at the base of the gilt dome, a band of electric lights was placed, and above this in letters nearly 3 feet high made of incandescent lights was the inscription "National Board of Trade of Cycle Manufacturers." These letters can be seen from any part of the building, and they light up the exhibits in that neighborhood. This pavilion is perhaps the most attractive and interesting feature ever exhibited at a trade show. It is a history in itself of the bicycle and its growth. A number of the large firms contributed models of their patents dating back to 1879.

The poster show was an attractive exhibit. Over 100 different designs were submitted, and the north end of the building was converted into a huge bill-board upon which the posters of the different firms were posted. In the centre was a large bill, such as have been pasted up all over the country announcing the cycle show. Around this were grouped the posters themselves. There were a number of unusually fine examples of the poster art, and some of the most noted poster artists submitted designs. The bloomer girl predominated throughout all these works of art, and she was seen in all her beauty without reference to race or color. The exhibit was a novelty as an adjunct to a cycle show, but attracted a great deal of attention and was placed in a conspicuous position. Wheels were represented in all kinds of impossible attitudes, and the frames had curves which would make a cyclist cross-eyed if his wheel was built on such lines.

THE HEATING SYSTEM.

When one entered the Coliseum buildings he left behind him the chilling blasts of winter, and entered a temperature he might expect to encounter on the Gulf Coast. The air was as balmy as the zephyrs that blow in the tropics, but the services of a 1,200 horse-power steam engine and a lot of machinery were required to make it so. The heating of the building was no small problem. The immensity of the undertaking may be inferred from the fact that there were 12,000,000 feet of air space in the building. It is far and away the largest structure the heating of which was ever attempted by hot air, and the results attained are satisfactory to a high degree. The plant is located in the extreme north-west corner of the building, behind a partition which runs nearly the entire length of the building. Few of the thousands who visited the building during the show saw any part of the plant, unless they made a search for it, for there was nothing in the main hall to indicate its presence, except here and there great tunnel-like openings in the sides of the building, from which belched vast volumes of air which had been laundered—all except the ironing process. It had been thoroughly washed, dried and then heated. As it was delivered ready for breathing purposes, it was far purer than the oxygen furnished in its natural state, and so warm that outer wraps inside the building were a superfluity. The corner of the building where this heating plant was located was generously supplied with windows. There was just about enough wood between them to constitute the frames. Viewed from the interior,

THE SHERWIN-WILLIAMS CO.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

The Walter H. Cottingham Co., Ltd., and The Cottingham Varnish Co., Ltd., having consolidated their interests with ours, the Canadian business will in future be carried on directly by our company, of which Mr. Walter H. Cottingham has become a director. He will continue to manage the Canadian Department.

The object of the change is to enable us to carry on the business more efficiently, more vigorously, and more extensively. This we expect to do by devoting our large resources, equipment and system in a thorough, careful manner to the requirements of the trade.

We are well pleased with what has been accomplished so far. We look for greater things in the future.

THE SHERWIN-WILLIAMS CO.

Paint Works, St. Genevieve St.
Varnish Works, St. Patrick St.
Offices, 21 St. Antoine St.

MONTREAL

one appeared to be inside a glass house. The windows were entirely covered with fine wire mesh screens, through which the smallest insect would have had difficulty in working a passage. The air was drawn through these screens by two fans 20 feet in height, run by two horizontal 10 x 16 engines. It then passed into air drums through 30,000 feet of coils. It was then forced through a water bath with a capacity of 800 gallons per minute, and afterwards through a centrifugal plant, which threw out the surplus moisture and with it all the dirt contained in the air as it was originally brought through the windows. After having been put through this process, the air was clean and pure. It was cold, however, and the only thing that remained to do was to heat it. This was accomplished by drawing it from the centrifugal plant through coils of pipe covering the immense boilers. The fans which drew the air through these heating pipes also forced it into the great galvanized iron tunnels, from which it was discharged into the building along the cold walls. These fans discharged 600,000 cubic feet of air per minute, and it is estimated that with zero weather it will require 1,200 horse-power of steam to make the vast building comfortable.

THE LIGHTS AND DECORATIONS.

The Cycle Show of 1897 was important as the climax of all the efforts made by the trade at displaying its wares. It exceeded anything in its line in every particular. A few statistics picked up around the building will give an idea of the extent of the exhibit. There were 35,000 electric lights used in the decorations and illuminations. The heating and ventilating apparatus kept in circulation 12,000,000 cubic feet of air. In walking up and down each aisle, as every visitor was obliged to do in order to see all the exhibits, he covered a distance of nearly nine miles. Thirty thousand yards of bunting were used in decorating the building, and seven miles of gas pipe were utilized in railings for the booths. The rental for spaces for exhibits aggregated nearly $50,000. There were 630 booths, 2,000 men employed, and 5,000 agents visited the Exhibition during the week. There were in the neighborhood of 3,500 wheels on exhibition, and 39 policemen were detailed to look after the visitors and keep them in order. Forty janitors were employed to keep the aisles cleared and the building in good condition, but they had nothing to do with keeping up the individual exhibits, as each firm had its own man for that purpose. The exhibits and fittings were valued, according to different estimates, from $1,000,000 to $1,500,000.

HISTORY BY DEMONSTRATION.

There were cranks of all shapes and designs, representing every year from 1881 to 1897; and for the last ten years there has been constant changing in this essential part of the machine. There were dozens of rear hubs and an equal number of crank hangers, all showing the widest diversity of opinion; and the evolution of the present product, perfect in workmanship, could be traced. There were also seen the hubs of the front wheel in vogue on the old ordinary type of bicycle. The parts were in chronological order, and a brief survey of the exhibit showed that the growth of the wheel was along the following line. Tricycles were the most approved form of the machine from 1882 to 1885. In 1885 the ordinary high-wheeled type became the popular favorite, and retained its hold on the public until 1886, when the safety was introduced, which did not reach any widespread favor till the following year, but 1887 marks the advent of the bicycle in practically its present form. Since then the changes have been radical in the gearing and other parts, and these changes were neatly illustrated—the precise developments in ten years—the most perfect patents of today reposing side by side in the cases with those of ten years ago. An accessory to the bicycle which has become almost indispensible to the ordinary rider is a cyclometer, and one of the interesting features of the show was a line of cyclometers which had been donated by the Veeder Mfg. Co., of Hartford, Conn. There were registers for the distance ridden by different wheelmen from the year 1879 up to the latest device for this year. They vary in construction and size, and the earlier types seem rather crude beside the highly-finished instrument in use now.

NO SOUVENIR CRANKS.

One noticeable feature of the show was the decrease in the number of souvenir cranks. The sight of a girl with her shopping bag bulging with trinkets to advertise the merits of some particular kind of wheel was a sight seldom seen. Souvenirs have become such a nuisance that the manufacturers frowned on their use during the show and tried to decide on a compact doing away with them altogether, but the proposition failed of unanimous endorsement. By far the larger number of exhibitors, however, agreed to give out no souvenirs, and thus the booths where something besides—catalogues, business cards, or such like legitimate advertising matter—might be secured were largely in the majority. Manufacturers who opposed souvenirs as a business proposition did so on the ground that there is "nothing in it." They admit souvenirs draw a crowd, but the crowd is not interested in bicycles and tends to keep actual or prospective purchasers away. The man or woman on whom the souvenir habit has fastened its fangs, is, they say, a nervy individual with scant appreciation of the rights of others, and thus those who attend a show for a legitimate study of the newest and best things in the wheel line are apt to be jostled and crowded entirely out of reach of a booth they might like to inspect. But the show was not entirely void of souvenirs. One of the booths was supplied with a quantity of pink and other flowers which were passed out to the fair sex. Another firm, anxious to have its name in everybody's mouth, supplied visitors with an olive impaled on a toothpick. At another booth favored callers were given an opal glass pin tray. A watch concern which has gone extensively into the wheel trade gave a dummy watch with a celluloid pendant advertising their particular make of bicycle. Two of the useful souvenirs from the masculine standpoint were a scarf pin representing a bicycle fork and a moustache comb. One firm had its name stamped on 10,000 rubber toy balloons such as are sold on the streets in summer time, and gave them away as a means of making itself solid with the boys and girls in the family. Among the souvenirs for which a possible use might be found were brass paper cutters, aluminum tooth picks, sheet music, glove buttoners, plaster boxes, etc. There were buttons by the barrel and catalogues by the wagon-load.

ASSOCIATION OF CYCLE DEALERS.

Ten members of the St. Louis Cycle Board of Trade were attending the show. The officers of the St. Louis organization who attended the Cycle Show were: President, R. L. Hill; first vice-president, C. M. Sanders; treasurer, A. L. Jordan; and secretary, J. McCargo. They learned, with no small amount of satisfaction, that an effort will be made to organize a national association of cycle dealers. Mr. A. Kennedy Child, Hartford, Conn., was attending the show. He probably knows more regarding the interior workings of the organization under whose auspices the exhibition was held than most of the members themselves. Mr. Child was the associate of F. W. Sanger, who contemplated holding a rival show in New York during the period of the eastern exhibit next month. Possibly his remarks are actuated by a tinge of prejudice, but he is well posted. Mr. Child hinted that the New York show had a narrow escape from being called off. He said that had not the Pope Manufacturing Co. consented to occupy its spaces at the eastern display the show would have been indefinitely postponed. Mr. Child said nearly 200 exhibitors who have been assigned booths in out-of-the-way spots in the Grand Central Palace of Industry, where the New York show will

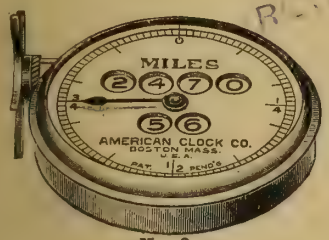
H. S. HOWLAND, SONS & CO.

Wholesale.... Hardware Merchants, TORONTO.

SOLE AGENTS FOR CANADA.

Bicycle Sundries

BEST IN THE WORLD.



No. 3.

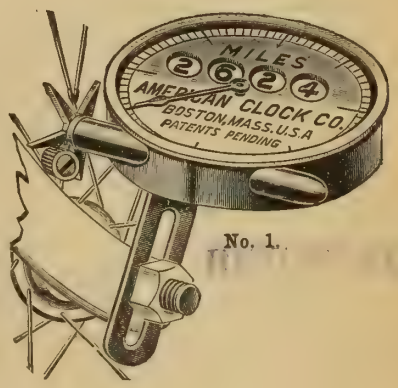
....CYCLOMETERS....

AMERICAN MODEL, No. 3.

The upper line of figures register continually up to Ten Thousand Miles, and repeats.

The lower line of figures register Individual Trips, and can be set back at the start.

Fasten Cyclometer to right side of fork and adjust the clip on wheel so that it strikes the star wheel on the BOTTOM. Do not take apart and attempt to set at any special number of miles.

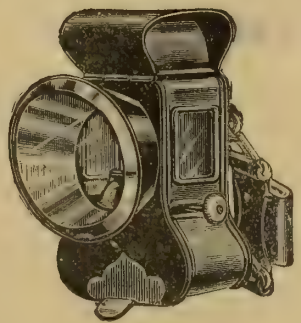


No. 1.

TROUSER GUARDS
TOE CLIPS
OILERS. BELLS
LANTERNS

CYCLOMETERS
NEVERLEAK TIRE FLUID
TIRE CEMENT
LUBRICANT, WRENCHES

Tin Oiler.



Demon.

Automatic.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY.

TORONTO.

OUR PRICES ARE RIGHT.

...GRAHAM Wire and Cut Nails are the Best...

be held, demurred at being placed so disadvantageously. They object to the building, as they assert it is wholly unfit for the purpose of exhibiting cycles. Mr. Child is the proprietor of a Hartford newspaper, but still continues an active interest in the cycle industry, as it was in that business he made a comfortable fortune. He said the Colisseum display eclipsed all similar attempts, and that the show in New York will not be a circumstance to the scene of grandeur enclosed in the big building at Chicago. With a string of 118 gold century bars around her trim shoulders, Mrs. Rhinehart, the famous road rider of Denver, was an interested spectator. She flitted about among the booths, and proved the envy of hundreds of fair spectators who rather skeptically viewed her "mouse ladder." Their credulity was dissipated by the clever Denverite, who seemed not annoyed by being plied with questions by the hundreds. It is said she rides a century with as much ease as a "butterfly" enjoys a boulevard spin of 10 miles. Next season she will be enabled to properly record her mileage with the aid of a solid silver cyclometer presented by the Waterbury Watch Co.

BICYCLE CLUBS.

Members of the different bicycle clubs of Chicago attended on separate evenings in a body. Tuesday evening the Thistles and Englewoods, amounting to about 750 wheelmen, owned the show. Thistles of various sizes and designs were given the place of honor—all the little preparation made in anticipation of the visit of 500 members of the west side organization that bears the name of Scotland's national emblem. The Englewood wheelmen, who were also made especially welcome, were not forgotten either, in the arrangement prepared by the wheel makers, and the double triangle was given its place of distinction along with the thistle. Each organization gathered together its henchmen and made a circuit of all the booths. President Stewart led the Thistles, each of whom wore maroon and light blue ribbons, which are the club colors. Visitors to the Coliseum were somewhat surprised upon being introduced to some of the leading racing men. One would expect, from the tales told of these speedy wheelmen, that their habitual costume was a sweater, knickerbockers and scorching shoes. Some formed the conception of a speed merchant in their minds who had bulging calves, a haughty face perhaps a little tough, and a vulgar display of diamonds. Far from this has been the real racer during the few days the show was on. Bald, Cooper, Gardner, and others, have come to the building in a different suit every day. When the United States band struck up its initial tune Saturday night, announcing the formal opening of the exhibition, Bald was seen in a swallow-tail. Sunday he hovered around the building hoping someone might see him in a Prince Albert and a plug hat. Monday he was attired in a Clifton Hall, with a $17 pair of patent leathers on and a huge four-in-hand tie. Nothing but a full-dress suit would satisfy "the Bison" at the night entertainments. Cooper and Gardner are said to have entered into a compact with Bald by which each would have to appear in a different suit every night during this show and the New York one.

A tall woman whose height was exaggerated by the use of five-foot stilts, caused no end of excitement in the centre of the building on Tuesday evening. In passing the Sterling booth she noticed a striped sweater belonging to Levy, this firm's racer, and without consulting anybody immediately proceeded to appropriate it to her own use. It appears that James Levy, the one-time owner, who has appeared in the historic garb in six consecutive road races, raised a loud objection, which was not heeded. The tall woman grabbed the sweater and attempted to make away with it. Levy followed the woman down the aisle, tackled her around the stilts and brought her with terrific force to the ground. Before the amazon could recover the sweater was reclaimed and Levy had returned to his booth.

THE DYNAGRAPH.

One of the most unique mechanical features at the show was the dynagraph, invented by C. E. Hadley, a mechanical expert, for use in the experimental department of the Indiana Bicycle Co. The dynagraph is intended to accurately register the amount of friction in bicycle bearings. The machine is mounted on an iron frame, which rests on a pedestal. A knife-edged attachment is placed on each end of the axle of the wheel to be tested, which then rests on a hardened steel block on top of the frame. The record card is fastened by spring clamps to the moving plate in the centre of the machine, which is dropped by an escapement movement actuated by the rotation of the wheel the bearings of which are to be tested. Each revolution of the wheel drops the plate one tooth of the rack cut along its edges. The heavy dark blue line printed upon the card represents the record which would be made by an absolutely frictionless bearing and the pencil point by which the record is made on the card would describe a line identical with this were there no friction in the bearings tested.

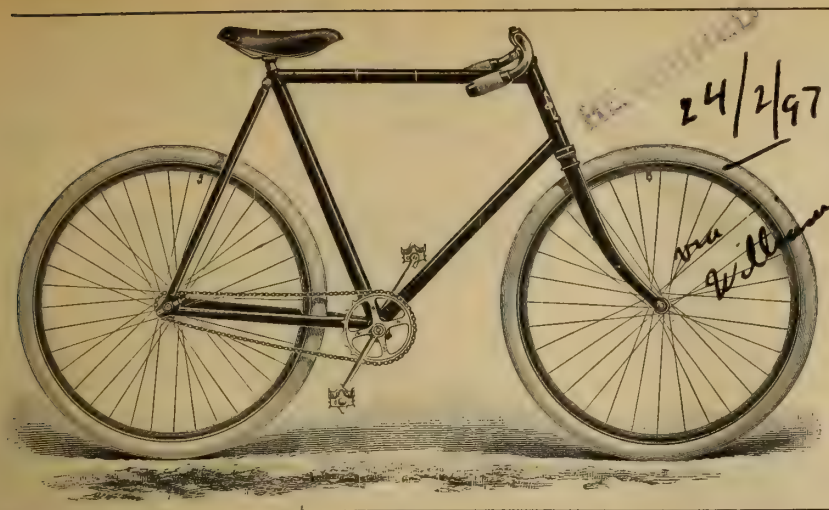
NEW FEATURES OF 1897 WHEELS.

There are but few improvements over the 1896 wheels, except in the sprocket and and handle-bars, as a great many of the manufacturers are using very large sprockets and gearing the road wheels up as high as 90 to 96. Some are resorting to the wood handle-bar, and claim for it an advantage over the steel bar, in that the bicyclist receives no jar from it when riding. Then again, it was quite noticeable that the American firms are not using as large tubing as last year. The principal sizes used this year are 1⅛ and 1 3-16 in., as a great many firms went to extremes in using 1¼ in. last year, thereby weakening the frame. Most of the manufacturers are retaining the construction of the hanger bearing, although the locking nut on the crank axle has been discarded, experience having shown that it was unnecessary. The sprocket-fastening device is extremely simple and has the merit of not taking up any space in the width of the tread. Other improvements on some machines are a special fitting directly back of the hanger, which perceptibly increases the rigidity of the rear frame, the novel seat-post binder, which does away with the ordinary bolt for binding the post in the frame, and the handle-bar binder, which, while extremely simple, is positive in its hold on the handle-bar stem. Then, again, some have gotten away from the ordinary method of chaining the tandem, their experiments in 1896 having proven that the use of the three chains, while adding somewhat to the weight, more than made up in even running and gain in efficiency of power applied.

THE CHAINLESS BICYCLE.

Visitors to the Cycle Show were greatly interested in the chainless bicycle, as it was the chief aim of every manufacturer to show something novel. The chainless bicycle, its value and its future, was discussed, and, much to the delight of the bicycle crank, the decision was that it is here to stay. The manufacturer claims it has been severely tested, and believes it is as perfect as it can ever be made. He expects in the course of a few years to see it universally adopted. The average weight of the chainless bicycle is 26 lbs. and with no increase of tread, being five inches over all. The chainless is a

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON



A POEM IN STEEL

The '97 Cleveland

Covers every improvement:—Flush Joints at the Head; Absolutely Dust-Proof Bearings; New Frames and Handle-Bars, Chains, Chain-Guards, Dust-Proof Barrel-Hub Pedals, Aluminum Clinchers, Direct Hollow Saddle-Post, Improved Cushion Saddles, etc. The most rigid and most durable bicycle yet produced.

ENERGETIC AGENTS WRITE FOR UNOCCUPIED TERRITORIES.

H. A. LOZIER & CO.

Salesroom—169 Yonge Street.
Factory—Toronto Junction.

. . . Toronto

The W. R. Gardner Tool Co. Ltd.

SHERBROOKE, QUE.

Hammers, Hatchets, of every description.

Augers, Auger Bits, common and Jennings' pattern.

Chisels, Axes, etc.

Special boring tools for wood-working and furniture factories. Prices on application.

Phœnix Bicycles

We are Sole Agents for Ontario and Northwest Territories for these wheels.

They are the product of The Stover Bicycle Manufacturing Co., Freeport, Ill., who have been building bicycles ever since "Safety" wheels were first introduced.

We want good agents in unrepresented districts. Catalogues, price lists, etc., sent on application.

A complete line of parts for this wheel always in stock.

M. & L. Samuel, Benjamin & Co.

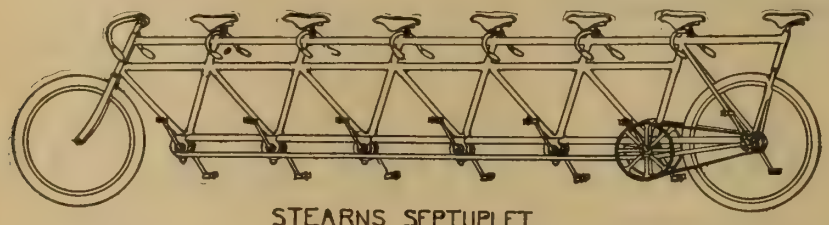
REPRESENTATIVES,

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 FRONT ST. W. TORONTO.

system of bevel gears, the front gears transmitting the power to the rear wheel by a connecting rod that runs through the right hand rear front tube and is dust-proof. The wheel has been tested thoroughly ; it was ridden 8,000 miles, then compared with the present chain bicycle ridden the same distance, and the chainless, it was claimed, showed far less wear.

The Stearns exhibit at the Chicago Cycle Show was in many ways the most remarkable in the Coliseum. E. C. Stearns & Co. had in the first place the greatest amount of floor area allotted to any one firm—two



STEARNS SEPTUPLET

spaces greater than the next largest. The Yellow Fellow booth was seventy feet in length and twenty-four feet in width, and was magnificently decorated. In the past E. C. Stearns & Co. have always made their sign the leading feature of their booth. The elaborate electric display of last year will doubtless be recalled ; this included an electric tower surmounted by a revolving bicycle. This year's sign was built on an entirely new plan. The groundwork was of heavy wire woven diagonally in strands about two inches apart. The surface was about five feet wide and forty feet in length. Upon this the single word "Stearns" was shown, each letter in a huge cartouche or shield moulded in papier mache and worked out in high relief in a Louis Quatorze design. The cartouches were connected by Empire garlands of the same material and set off by fleur-de-lis. Within each cartouche was a group of powerful incandescents, the light of which shone through the "jewels," out of which the outlines of the letters were constructed. The entire sign was covered with gold leaf, and when the lights were turned on at full power the effect was superb.

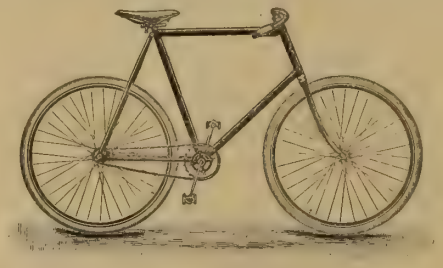
This unique sign surmounted a booth filled with luxurious divans, about which were groups of rare foliage and flowering plants. On the floors were costly rugs, and at one end a private office was curtained off by heavy olive green portiers. The predominating color was, of course, dark yellow, but it was efficiently set off with tones of green, as seen in the upholstering of the furniture and in the draperies. There was no railing about the booth, but upon the outer margin stood the various models of the Stearns bicycle for 1897, a superb collection of Yellow Fellows, resplendent in their orange enamel and glistening with nickel and silver. The place of honor was given to the Stearns septuplet, the largest multicycle at the show. This megatherium among bicycles has never before been shown in this country, having been touring abroad for the past six months. It was one of the leading attractions in the American exhibit at the Stanley show, London. The Stearns triplet will also come in for a great deal of attention, and the regular models will doubtless be regarded as among the most notable at the show.

E. C. Stearns & Co. exhibited a number of interesting trophies and curios. In one corner of the booth was a fine exhibit commemorative of the Yellow Fellow Transconinental Relay, which was run in 13 days from San Francisco to New York, last September. The Boston Journal tankard occupied a pedestal by itself, and one of the Stearns Australian loving cups was displayed.

THE "CAVALIER."

In another part of this issue will be found an illustration of the works of the National Sewing Machine Co., of Belvidere, Ill., a glance at which will show their colossal size, the floor space covering 35 acres. The National Co. make sewing machines, but their catchword, "We Make Wheels, Too," is in everyone's mouth.

The three cardinal points of strength that the public immediately recognize in the "Cavalier" wheels are their beauty, strong

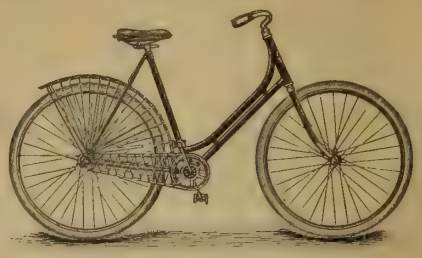


Gent's "Cavalier."

construction and smooth-running nature. During the season of '96 the company manufactured and sold 38,000 wheels, and expect, with the large addition to factory, to turn out 45,000 in 1897.

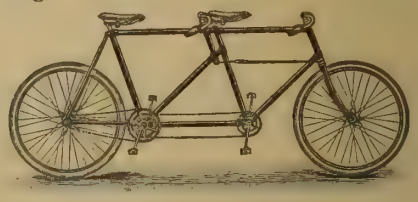
The new features of the "Cavalier" for '97 are a two-piece axle and cranks, simple, effective, doing away with cottar pins ; new friction adjustable handle bar ; new double pattern fork crown ; narrow tread, 4½ in.; bearing dust-proof and balls retained.

They are making the gent's mobel in four sizes of frames, namely, 22, 24, 25, 26 inch. The lady's wheel is particularly handsome, their special pattern chain guard, all metal nickel plated, adding very much to their appearance. These wheels are made in 20,



Lady's "Cavalier."

22, 24 inch frames. On account of the large demand for tandems the company decided to make up a gent's tandem and a combination tandem, and have produced a machine that is up to date in every respect. The material used in these wheels is of the best quality : Selby's famous cold drawn tubing, reinforced five inches ; hubs, cones,



Gent's Tandem "Cavalier."

cups, cut from bars of tool steel ; drop forging used throughout. Particular care has been bestowed on the enamelling and finishing, which is the finest obtainable. Caverhill, Learmont & Co. are their Canadian representatives, and carry a large stock.

A LAMP THAT WON'T BLOW OUT.

One of the novelties of the show was the new Elisha Gray lamp. The public has long desired to have a perfect bicycle lamp; that is, a lamp that will not jar out or blow out and at the same time give a serviceable light. The essential feature of the lamp is a forced draught regulated by a fan which supplies sufficient air to give perfect combustion and allows no more air than necessary to reach the flame. The idea of the fan supplying the air is to have the air in the lamp to prevent a gust of wind from acting on the flame. This is what many claim the perfect part of the lamp. The wick is made of asbestos, and never requires adjusting. It has a seven-hour oil capacity, and is guaranteed to run three and a half hours without winding.

CLEANING AND OILING BICYCLES.

A bicycle cleaning company attracted much attention by their exhibit, and perhaps more by their unique proposition to wheelmen. They undertake to clean and oil bicycles thoroughly twice every week at your home or place of business for the nominal fee of 15c. per week, payable after the service has been rendered. Anyone who has struggled with a mud-incrusted wheel

THE ORIGINAL FLUSH-JOINT BICYCLE OF CANADA.

THE NEW BARNES

has more talking points peculiar to itself than any other Bicycle.

THESE ARE A FEW:

..A Perfect Frame.
..A Beautiful Finish in White and Gold.
..Original Flush Joints with New Barnes Patent Reinforcements.
..New Barnes Patent Self-oiling, Ball-retaining Bearings.
..New Barnes Patent Continuous Detachable Crank and Crank Shaft with Detachable Sprocket.

For Catalogues, and Particulars as to Agency, apply to

LEE & COMPANY, ..SOLE SELLING.. AGENTS, WOODSTOCK, ONT.

As White as Snow—as Good as Gold. THE NEW BARNES.

Spring Tempered Frames...

ARE BUILT IN EIGHT HEIGHTS

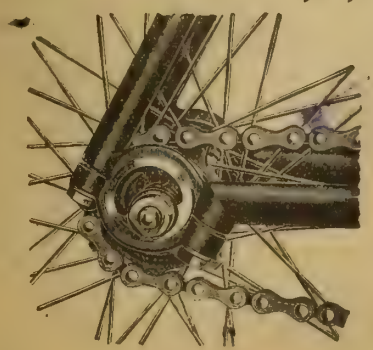
Undergo a secret tempering process.

RETURNED Feb. 12/91

Wolff-American High Art Cycles.

They have a Superior

Standard of Quality



All wheels are fitted with the Eccentric Chain Adjustment. A marvel of ingenuity.

Sole Agents for the Dominion

Dorken Bros. & Co. - Montreal

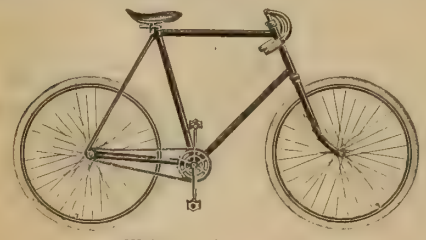
will realize that this firm offer an important service for little or nothing. It is said to be the only enterprise of the sort in the United States.

WOLF-AMERICAN HIGH ART CYCLES.

In the last issue of HARDWARE AND METAL, page 13, it was omitted to put in cut of the Wolff-American famous Duplex. Messrs. R. H. Wolff & Co. are offering one of these well-known wheels to anyone giving the 10 best reasons why the Wolff American High Art Cycles are the best built. Letters may be addressed to Publicity Department, R. H. Wolff & Co., foot 118th street east, New York, before the 25th of February.

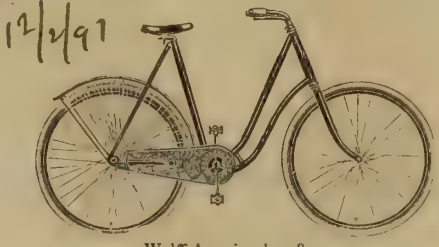
Wolff-Duplex, 1897.

The frame connection of all the Wolff American models consists of tubing about 2½ inches in length, with a lap-shaped end, accurately curved to firmly embrace the head tube. It is milled and drilled for insertion into the frame tube and acts as a reinforcement as well as a joint. The joints are of both the lap and bush patterns. Instead of finishing them abruptly, a taper effect is obtained by dovetailing the reinforcement the greater part of its length. Before brazing a steel ring about an inch in width is fitted on the inside of the tubes, underneath the point at which the frame tube meets the collar of the joint, thus making practically a triple reinforcement at this point. The fork sides are not reinforced, but are made of heavy tubing swaged from crown to tip. The crank axle has tapered ends, with two parallel and two concentric sides, which fit snugly into the opening in the crank. The screws which close up the oil chambers in the hollow axle extend over the crank and are an additional security. To manipulate the bearing adjustments it is only necessary to loosen the outside nut on the left side of the wheel and move the cone by means of a special wrench. The crank bearings are held in place by a dog, which prevents them from moving until the dog is pushed back, the bearings having three points of contact. Both sprocket wheels are detachable. The front sprocket wheel is supported by three arms from the crank, which increases its original strength and obviates shearing. Special chains, spokes and pedals are used. The machines are fitted with an internal roller brake that is almost invisible. It acts like a plunger on the front wheel and does not harm the tire. In the tandem models each rider has as much room as on a single-seated machine. The Duplex will be built on the same lines as heretofore, with minor improvements.

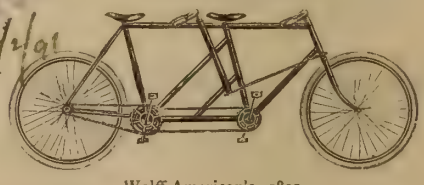


Wolff-American's, 1897.

With R. H. Wolff & Co. it is a practice to submit every part of their machines to a severe test before finishing, and then putting them through another test, still harder, before finally approving. Some of the results of these tests are astounding even to the mechanics themselves. One of the most surprising examples of the degree of strength to which steel can be brought is shown in the department in which the cranks are tested. Preparatory to submitting to the trial the crank is locked on a clamp which holds it as if it were attached to an axle. The other end is then connected with an arm of a Fairbanks scale, regulated to register accurately the pounds of lateral pull to which the crank is subjected. When the weights are put on the scale the crank shows no evidence of strain until after passing the 1,000 lb. mark. It then gives slightly, and at 1,200 lb. is bent about ⅜ of an inch out of line. After being released it springs back and examination reveals no evidence of it having undergone the awful strain. There is no part of a wheel more vulnerable than the crank, and as it is impossible to impart to one a knock which would equal the strain it is submitted to on the testing machine, the advantages of such enormous strength is plain. Although marvelous that steel can be given this resisting power forweight, this firm has no difficulty in accomplishing the test, as it employs a secret spring tempering process which is the result of nearly 25 years' experience in making steel and steel wire of the finest qualities. Messrs. Dorken Bros. & Co., 140 McGill street, Montreal, are agents for the Dominion, and report a good success for the Wolff-American. A few agencies for some cities and districts are still open.

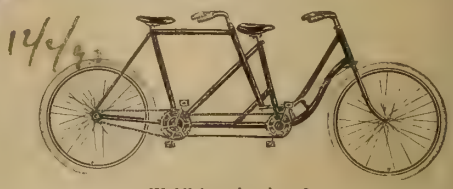


Wolff-American's, 1897.



Wolff-American's, 1897.

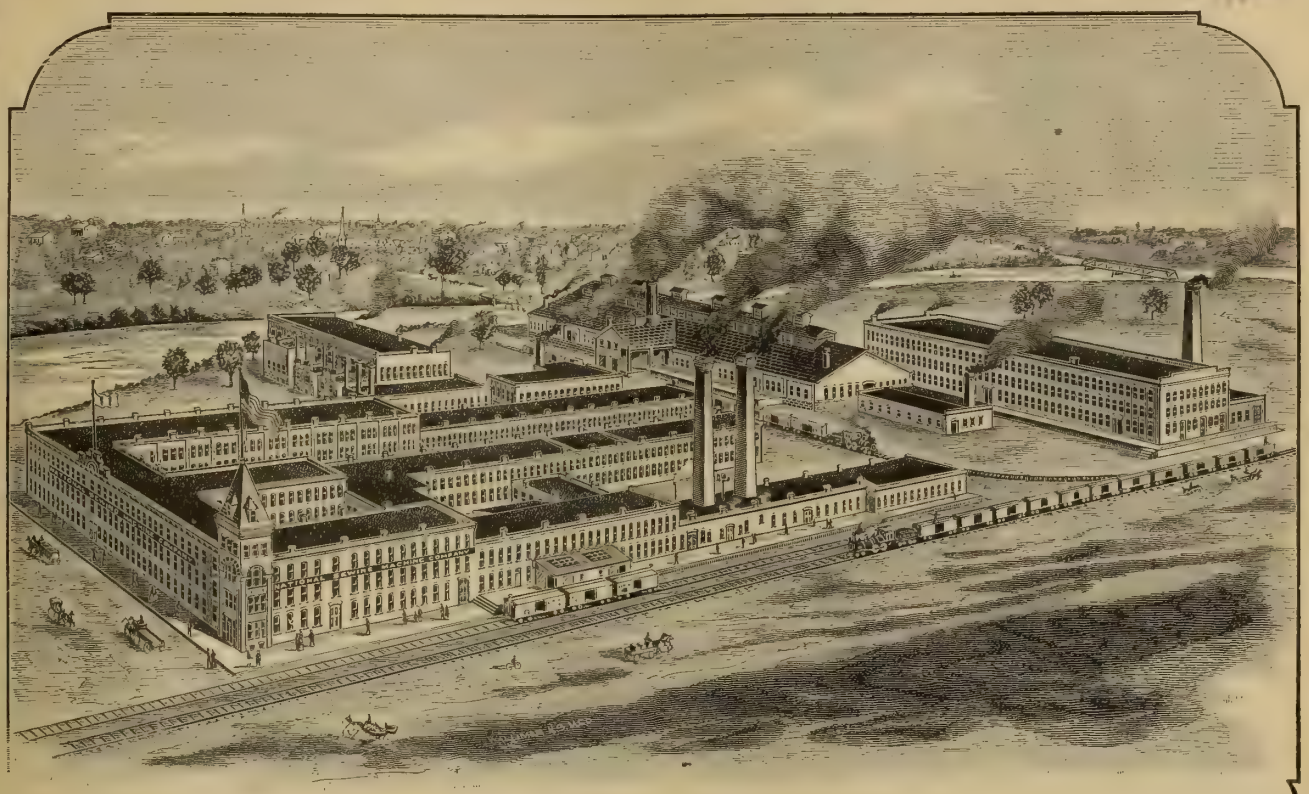
Owing to the many machines they were compelled to exhibit, R. H. Wolff & Co., Ltd., New York, devised a method of display which proved a striking feature. Upward from the exact centre of the stand rose a massive pillar, stretching from which were four arms, surmounted at their extreme ends by immense tulip-shaped chandeliers. Extending from one end of these arms to the other were the words "Wolff-American High Art Cycles," outlined by a myriad of tiny incandescents. The machines on exhibition included samples of their racer, road racer, roadster, special roadster, woman's drop frame, woman's diamond frame, double diamond frame tandem, combination pattern tandem, and the well-known Duplex. Besides their special features of eccentric chain adjustment, self-oiling bearings, spring tempered frame, tubular frame joints, tubular crank hangers, and tubular hubs, they have improved methods of attaching their cranks, an improved pedal, invisible interior roller brake, detachable sprockets, both front and rear, and a transparent finish in black, royal blue, or ruby, put on by a new process.



Wolff-American's, 1897.

THE 1897 CLEVELAND.

As a horseman eyes critically the trotting or pacing of the equine he is about to purchase, so the bicycle agent examines carefully the various points of the wheel he is selecting to represent next season. The H. A. Lozier Co. have spared neither time nor money, with the result that their 1897 Cleveland is surpassed by none on the market. Some of this machine's new features are a highly important improvement in the way of a crank bearing, which can be removed intact, the bearing having something of the appearance of a flange hub, milled from solid tool steel, and of one piece, which ensures perfect alignment, all disc adjusting. The head tubes are flush-jointed, handlebars flush and tapered; locked cones on all bearings; improved dust-proof barrel pedals; new direct hollow saddle posts; improved cushion saddle; new extension sad-



THE MAMMOTH FACTORY AND PLANT OF THE NATIONAL SEWING MACHINE CO., BELVIDERE, ILL., WHERE THE

Cavalier Bicycle IS MADE.

CAVERHILL, LEARMONT & CO.

Sole Canadian Agents

Montreal

dle spring; crank-hanger dropped to 2½ inches; narrowed tread; raised horizontal top-bar; all the washers and nuts thoroughly beaded; improved chain and chain-guards; new style cranks with counter-sunk lock nuts; improved Cleveland clincher tires, the aluminum clincher being smaller, differently designed and entirely jacketted by the wooden rim; new designs in tool-bags; enameling in black or maroon, and many other minor details.

FITCHBURG PUSH.

At no time has the many years experience in the cycle industry, modern machinery, and skilled workmanship shown more real progress in wheel construction than in that of the "Honest Cycle" for 1897, made by Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass. Their large constituency of agents are to be congratulated upon connecting themselves with this wide-awake house. No cycle maker has more complete facilities for turning out honest goods in quick time, than they have, and their stud of steel steeds on exhibition at the various cycle shows, is the one objective point of interest to all mechanical men and others interested in wheel construction.

BIGGEST IN THE WORLD.

The biggest machine in the world is the Vim tire tricycle, of which a photograph was shown at the Vim booth. This machine was built by the Boston Woven Hose and Rubber Co. It weighs, with the crew, 3,000 pounds. It stands 14 feet high, and a cross section of the tires is 18 inches. The smaller or guiding wheel is 6 feet in diameter, and a cross section of the smaller tire is 11 inches. The extreme width of the machine is 11 feet, and it requires eight men to propel it. The machine is not only a novelty, being the biggest tricycle in the world, but is of practical use, and has been ridden 500 miles on the road throughout New England. It was in great demand during the fall campaign for torchlight parades and similar demonstrations.

Upon its return from England it will start from Boston about June 1 with a crew of eight men and manager to come overland to Chicago. It is expected that the tricycle will make on an average forty miles a day, and the trip as planned will occupy two months. The route will be through Worcester, Springfield, Albany, Utica, Syracuse, Buffalo, Cleveland, Toledo and Chicago.

BICYCLE ENAMELS.

The firm of Sanderson Pearcy & Co. are extensive manufacturers of cycle enamels ready mixed for use, and have a large connection among the bicycle manufacturers throughout the Dominion. They are also handling Masury's Japan colors and bicycle varnishes, as some of the makers prefer painting the frames and then coating with a bicycle varnish. They have also an extensive trade in air-drying bicycle enamels, ready mixed, put up in small tins for individual use.

M'DONALD & WILLSON'S BICYCLE DEPARTMENT.

Messrs. McDonald & Willson, 185 Yonge street, Toronto, are devoting special attention to their bicycle department this season, and should attract trade with the grade of wheels they are advertising in this issue. This wheel is thoroughly up-to-date in every respect, viz., wood handle bars, best quality tool steel bearings, dust proof and ball retaining, M. & W. or Hartford tires, lustrous black or maroon finish. Dealers will do well to write for catalogue and discounts.

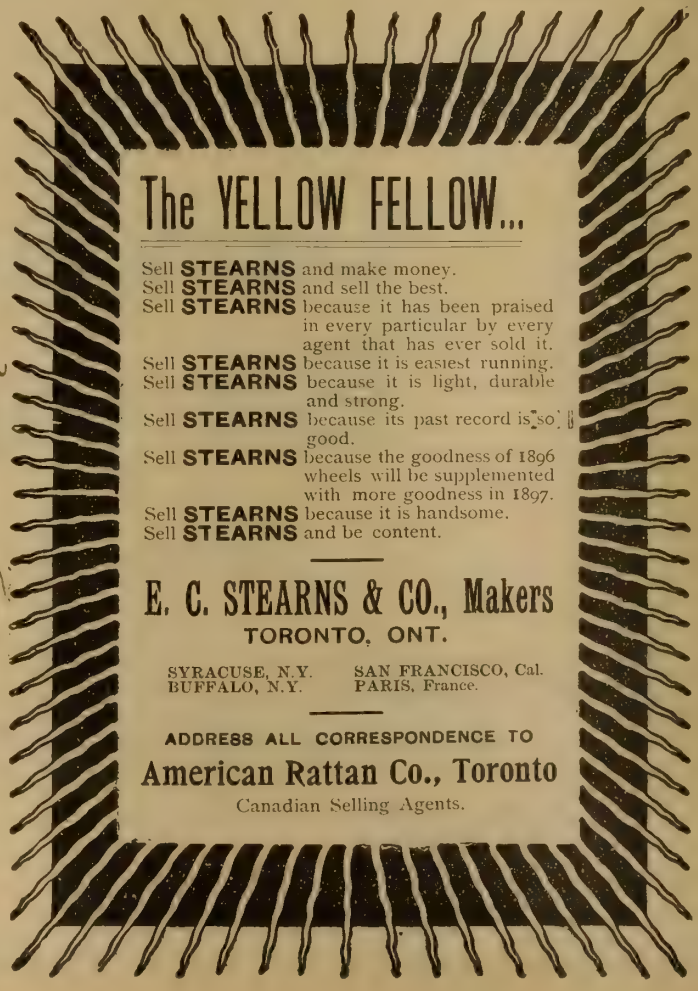
THE "NEW BARNES."

The "New Barnes" is the original flush joint machine of Canada and is the invention of Messrs. Lucien and Chas. O. Barnes, of Buffalo. The year 1896 was the first in which it was manufactured, and only a limited number of wheels were turned out, as it was deemed advisable to make the first year wholly experimental. The reception given the wheel was a very warm one, and the verdict of all was that the makers had been highly successful in turning out a strictly up-to-date wheel in every respect. The 1897 wheel has many improvements which did not appear in the 1896 wheel. An alteration in the bearings has given the wheel easy running properties unexcelled by any other. A few of its peculiar features are: The white and gold finish, original flush joints, patent self-oiling, ball-retaining bearings, continuous detachable crank and crank shaft with detachable sprocket, patent handle-bar and seat post adjustment, and a perfect frame. Lee & Co., Woodstock, Ont., have been appointed sole selling agents for the Dominion of Canada, and as such have four traveling men upon the road, who report a very cordial reception for the wheel wherever displayed for inspection.

THE PRICE OF SCREEN CLOTH.

By Padlock.

As window screen cloth is bought by the square foot and sold retail by the running yard, it sometimes necessitates considerable figuring to arrive at the price at which it must be sold. The following rule (original, I believe) may prove a help in that direction: Whatever width the cloth is in inches divide it by four, the result is number of square feet to running yard; for instance, 22=5½, 24=6, 28=7, etc. Next week I will give another in the same line.



DIRECT IMPORTATION

Berger's
English
Canadian

PURE PARIS GREEN

The King of Wall Coatings

In large or small deliveries.

ALABASTINE at manufacturers' prices.

SANDERSON PEARCY & CO. 61, 63 & 65 Adelaide St. West Toronto

HE MADE A GOOD PRESIDENT.

THE retirement of Robert Bickerdike from the presidency of the Montreal Board of Trade is very much regretted by all the members. He has been one of the best men who has ever occupied that position. He could have easily been re-elected by acclamation, for there was a very strong feeling among the members that he should take office for a second term. Mr. Bickerdike, however, had announced at the time of his election last year that he thought the honor should go round, and that one man should not hold the position for more than a year. It is greatly to his credit that, notwithstanding the strong pressure brought to bear by his friends, he refused to take office for another term, much as he would have liked to.

He has been an ideal president, not because he was a man with numerous new schemes or fads to carry out, but because of his strong personal influence in political and municipal affairs he was able to bring the regular work of the board to a successful conclusion. Important questions which came before the board could not have been as well handled with a president possessing less personal power. This factor is worth considering when selecting any business man for this office. A man who has no personal weight, tact and ability will not have the strength to carry through important matters, even when supported by the moral influence of much more prominent members.

MR. COTTINGHAM MAKES A NEW DEAL.

The Walter H. Cottingham Co., Ltd., having accepted an offer from the Sherwin-WilliamsCo., Cleveland, to consolidate the Canadian business with the American, in order to facilitate and increase trade, the business in Montreal will in future be carried on by the Sherwin-Williams Co.

Mr. Cottingham has been appointed a director of the Sherwin-Williams Co., and will manage the Canadian business. By this arrangement the Cottingham Varnish Co. is also acquired by the Sherwin-Williams Co., so all will be under one management.

Mr. Cottingham says this arrangement has been consummated to enable them to enlarge their growing business, and that their future operations will be pushed forward even more vigorously than in the past.

LARGE CEMENT TENDERS.

The Department of Railways and Canals is calling for tenders for 40,000 barrels of Portland cement for the Soulanges Canal, tenders to be in by noon on the 20th inst. Tenders are also asked for 43,200 barrels for the Trent Canal, also to be in by the 20th of February.

A SEMI-COMBINATION.

THE principle of combination in the matter of business, or rather manufacturing effort, received another illustration, or rather semi-illustration, in Montreal last week.

As the trade well know, the firm of A. Ramsay & Son have been manufacturers as well as distributing jobbers of paints, oils, etc. From this out they will confine their attention solely to the sale and distribution of the goods in question. A contract has been entered into with the Canada Paint Co. to do all their manufacturing. The Messrs. Ramsay will have an employe with private telephonic connection at the Canada Paint Co.'s works who will receive and supervise the preparation of all their orders.

GOOD THINGS TO KNOW.

It is a distinct advantage to a hardware merchant to know in which department of his store the most sales and the most money are made. It is also an advantage to know which clerk makes the most sales. If a hardware merchant could know these things without any extra trouble, and at the same time increase his sales and have a perfect check on all transactions between clerks and customers in his store, it would seem that the ideal had been reached. The National Cash Register Co., of Dayton, Ohio, claim that their systems will do all that is mentioned above and more. They invite correspondence from hardware dealers the country over.

BLUE ROCKS BLUE ROCKS BLUE ROCKS

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

MR. A. E. KEMP.

BY W. L. E.

THE Toronto Board of Trade is to be congratulated upon its wisdom in selecting Mr. A. E. Kemp as its second vice-president, while it was a tribute to Mr. Kemp's ability in electing him to the office by acclamation. Mr. Kemp did not seek the honor; the honor sought him. That the Board will ever regret the wisdom of its choice is about as likely as it is that water will refuse to find its level. Mr. Kemp is a man who when he puts his hand to the plow never turns back. In business he does with his might what his hand finds him to do, and it is safe venturing that the same peculiarity will characterize him in his conduct of the second vice-presidency of the Toronto Board of Trade.

Mr. Kemp first saw the light of day in the Eastern Townships, Quebec. That was in August, 1858, not yet 39 years ago. The inducements for him to remain in his native place were brighter than they are for a good many boys: His father was a farmer, besides controlling other industrial enterprises in the neighborhood. But the subject of this sketch had made up his mind to seek a larger sphere, and, accordingly, in 1874, at about the age of 16 he set off for Montreal to court fortune there. In his inside pocket he carried testimonials, but under his vest he had what was still better, namely, a determined and resolute heart.

On one occasion, while conversing with Mr. Kemp about his first venture from home, I remarked: "What avocation had you planned out for yourself?"

"None; I only wanted to get away from the farm."

When young Kemp reached Montreal he realized that distance indeed often lends enchantment to the view. The year Mr. Kemp went to Montreal was just about the dawn of that period of depression which spread over the American continent, and it was by no means an easy thing for young Kemp or any other boy to find work. But, nothing daunted, he persevered until he at last found employment in a retail hardware store.

> There is a divinity that shapes our ends,
> Rough hew them how we will

sings the poet. And it seems to me that it was a divinity that shaped the boy Kemp's course. At any rate, that retailer's store was the stepping stone which eventually led him to where he is to-day.

In 1885 Mr. Kemp removed to Toronto, where he became a partner in the manufacturing business owned by Mr. McDonald at Gerrard and River streets, under the style of McDonald, Kemp & Co. Before the expiration of two years, however, the partnership was dissolved, Mr. McDonald retiring.

Mr. Kemp soon after associated his brother, W. A. Kemp, with him and reorganized the business, the firm name becoming what it is to-day, namely, the Kemp Manufacturing Co.

Mr. A. E. Kemp, 2nd Vice-President Toronto Board of Trade.

Besides getting a new name the business took, as it were, a fresh start in life. Besides having confidence in himself Mr. Kemp has also confidence in the country, and one of the first things he decided upon after the new firm had been launched was to undertake the manufacture of many of those lines appertaining to the sheet metal trade which hitherto had been imported. Besides extending the lines of stamped tinware, etc., it was decided to manufacture a number of specialties. About five years ago the bold venture of manufacturing enamelled ware was undertaken. This was one the most important things the firm has so far undertaken, for not only was there the difficulty of working out the secret of producing a first-class article, but there was the keen competition of the German and United States manufacturers to contend with. The success which attended the efforts in this direction are too obvious to need any elucidation on my part. The company's business now extends from the Atlantic to the Pacific. In the Maritime Provinces, when Mr. Kemp came to Toronto, the demand for the lines he manufactures was largely supplied by the United States. He decided it should be captured for Canadian manufacturers, and he, with his competitors, has secured the desideratum.

The expansion of the firm's business has naturally necessitated an extension of the firm's premises. And this has gone on to such an extent that the works of eleven years ago would scarcely be recognized in the works of to-day.

In 1885 the only substantial brick building was that immediately on the corner of Gerrard and River streets. It was 90 feet deep by 40 feet wide. Since then that building has been enlarged until it to-day extends for a distance of 410 feet along Gerrard street. This building ranges from three to four storeys in height. Then, on Bell street has been erected a large enamelling factory and an extensive warehouse. The latest improvement in the way of buildings is the erection of a new engine and boiler house and the putting therein of a new steam and electric lighting plant. The steam plant consists of two new engines. One is a compound Wheelock, with a horse power of 250, while the other is known as the Ideal, and its particular office is to generate electricity for the 450-light dynamo. In the boiler room there are two high-pressure boilers. The boiler and engine rooms combined have a frontage of 85 feet by 40 deep. The new smoke stack is about 200 feet high.

But I am getting away from Mr. Kemp. And, in getting back to him, I am reminded of a conversation I once had with him regarding young men launching out into life.

"Now," I said to him, "you have had a great deal of experience in life, even if

Established 1860. Incorporated 1895.

EUREKA STEEL SAP SPILES

We know that Eureka Sap Spiles are the best, because :—They hang the bucket closer to the tree. They prevent bucket swinging in the wind. Buckets can be covered, keeping out leaves, dirt and spiders. Sap runs longer. Spiles will neither break in, nor rust the tree. Packed 100 in box, nicer to stock, easier to handle.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

you are but a middle-aged man ; what advice would you give a young man who was starting out into life ?''

''Briefly, my advice to any young man,'' rejoined Mr. Kemp, as he swung around in his chair, ''is this : Be careful what avocation in life you select. And then, having selected it, stick to it. In other words, set a goal and steer for it all the time. Never change from one thing to another. Every day that a man spends in one particular avocation naturally gains him experience. Well, is it not unwise for him to take up another and distinct avocation and throw all that experience away ? Then, let there be no such word as 'can't.' It is time enough to say 'I can't' when the effort has failed. Another thing, 'Never put off till to-morrow what you can do to-day.' ''

''As far as Canada is concerned,'' said Mr. Kemp to me on this same occasion, ''I hold that there is lots of room at the top in this country for young men who strive to get there. Economic conditions are changing, but I have every confidence in the Dominion. I always had. And when young men of my acquaintanceship were running off to Boston, New York and Chicago, I decided to stay on. This is a great country.''

A few days after the Board of Trade elections I was talking with a gentleman regarding Mr. Kemp's qualities. This gentleman knew him in Montreal as well as in Toronto, and this is in substance what he said : ''He is one of those men who would make this country if he only had a chance. Mr. Kemp is a man of enterprise, who has confidence in this country. Combined with that is that integrity that brings about the development of national industries, and during times of trial and depression would carry the community through to a better state of affairs again. Then there is his quiet, confident bearing. I like that.''

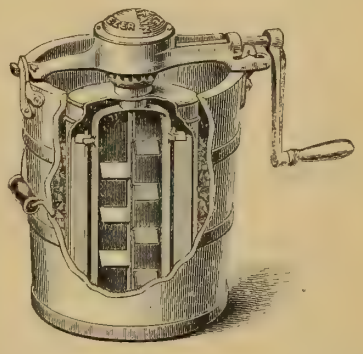
Mr. Kemp is connected with other local industries besides his own business, and is president of the Manufacturers' Association.

During the last general elections of the Dominion Mr. Kemp's name was actively canvassed for Parliamentary honors. And it is to be hoped that his business interests will some day allow him to accept the honor which so many of his fellow-citizens are desirous of bestowing upon him.

The annual report for 1896 of the Ottawa Electric Railway Company is a striking indication of Ottawa's progress. The total number of passengers carried in the Ottawa electric cars in 1892 was 1,520,405, with receipts of $71,698. In 1896 the number of passengers carried was 4,583,235, with receipts of $212,105.

THE WHITE MOUNTAIN.

The McClary Mfg. Co. have arranged for the western agency of the White Mountain freezers, and will no doubt sell large quantities of them. They already have a carload delivered of all sizes and can supply the trade at a day's notice. These freezers are celebrated for their perfect work and economy. The McClary Co. is carrying a



full line, ranging from 1 to 10 qrts. with the crank handle and from 15 to 25 qrts. with fly wheel. The gearing of these freezers is entirely covered, avoiding any danger to the operator. The can and beater are heavily tinned and made of the best material. Cream can be frozen in the White Mountain freezer in four minutes. The accompanying cut is an illustration of the freezer.

We make a specialty of . . .

• High-Grade • **Bar Iron**

REFINED and NORWAY

THE

Guelph Norway Iron & Steel Co., Ltd.

Rolling Mills, GUELPH

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 5, 1897.

HARDWARE.

THE week has developed but little improvement in the general hardware situation. Little life is shown in any particular line, and buyers everywhere are confining themselves to actual wants. Wire of all descriptions is almost motionless, and the same remarks apply to both cut and wire nails, enquiry for which is confined to extremely small quantities. Horse nails, horseshoes, screws, carriage and tire bolts, rivets —in fact, all staple lines of domestic hardware—present the same dull aspect. Cordage has been unsettled, sisal advancing, while manilla is lower. Other lines are absolutely featureless.

BARBED WIRE—There is no change in barb wire, which continues quiet. We quote: $2.90 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms : 60 days, or 2 per cent. off 30 days. No guarantee against reduction in prices.

FENCE WIRE—Without feature. Discounts, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f. o. b. Montreal.

PLAIN WIRE—Quiet and inactive. We quote tinners' coppered iron and coppered spring, 20 per cent. discount f. o. b. Montreal, Toronto, Hamilton and London.

WIRE NAILS—There is only a moderate enquiry. Discounts are: 80 and 2½ off f. o. b. Montreal, in this province, and 80 off in Ontario, with delivery of 10-keg lots where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—Prices unchanged, and only a few hand-to-mouth orders noted. We quote the base price as before, at $2.30 f.o.b. Montreal; 10-keg lots delivered in Ontario where a 25c. freight rate rules.

HORSE NAILS—Business continues quiet with discounts at 50 per cent.

HORSESHOES—No improvement in the demand is noted. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS—A small demand is experienced. Discounts are : Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Demand light, with discounts 10 to 12½ per cent.

CARRIAGE BOLTS—Quiet and unchanged, discounts being 60 per cent.

TIRE BOLTS—There has been only a small enquiry for these. Discounts are 65 and 10 per cent.

IRON RIVETS—Without change, a moderate demand being noted. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS, ETC. — Continue as last noted at 50 and 10 on copper and 65 and 5 per cent. off the list on tinned.

WASHERS—There has been an advance in washers, discounts now being 55 off instead of 60 and 5 as heretofore.

CORDAGE—The cordage market has ruled irregular during the week. On the one hand there has been another advance of ¼ to ½c. in the price of sisal, while manilla has declined to the same extent. We quote: Sisal, 7 to 7½c. for 7-16 and upwards and manilla, 8¼ to 8¾c. for 7-16 and upwards, and 8¾ to 9¼c. for the smaller sizes.

SPORTING GOODS—Are without feature.

CUTLERY—The same remarks apply to cutlery.

SHOVELS, ETC. — Fair-sized orders are being booked, while prices are maintained.

AXES — Quiet at $5 to $9, as to grade.

BUILDING PAPER — Business remains quiet. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING — As last reported. Discounts ranging from 40 to 55 per cent., according to grade.

CEMENT — Dull and unchanged. We quote: English, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS—Continue as last noted, at $17.50 to $22.50 per 1,000, as to brand.

METALS.

There is little to cause any improvement in heavy iron or metals. Demand is strictly confined to actual wants, and with the prevailing uncertainty buyers are likely to adhere to this conservative course for some time.

PIG IRON—There is very little business in pig iron, as founders are only buying in isolated lots when absolutely compelled to do so. We quote: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON — Makers have secured a few small orders for bar iron, but there is no tendency to order ahead. Prices remain as last noted at $1.50 to $1.55.

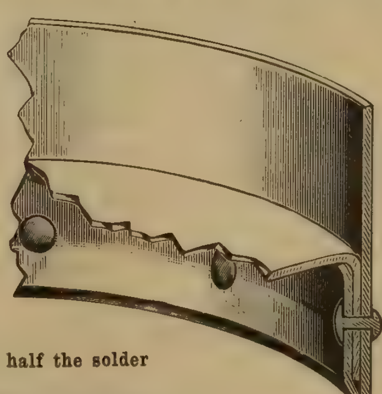
BAND IRON—A few small orders on the basis of $1.75 sums up the movement in band iron.

MILK CAN } TRIMMINGS That Last Longest.

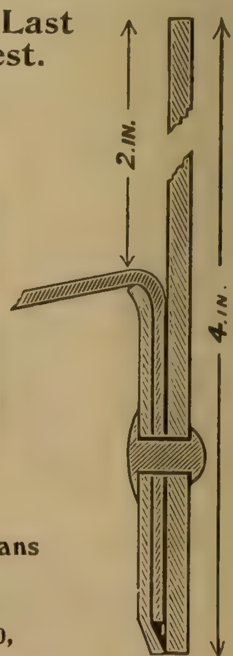
For Durability

There is no equal to the

3-piece bottom.



No portions of the material are broken in bending.
The bottom cannot spring or break away from body.
Being firmer, they take only half the solder used on others.
All hoops are shouldered and carefully fitted.
All parts have bright tin edges that are easily soldered.



Actual Thickness.

Full Stock of Tinned Sheets for Milk Cans and Cheese Vats always on hand.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

The Dominion Wire Rope Co.

299 St. James St., and 10 Victoria Sq. (LIMITED)

Manufacturers of MONTREAL

For.....

Hoisting, Mining, Elevators, Guys, etc.

Clothes Lines and Semaphore .....Wires

(Send for 1896 Catalogue—P. O. Box 2274.)

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

·FIREBRICKS·

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

HOOP IRON—It is claimed that prices have been shaded in one or two instances, but we quote the basis at $2.25.

SHEET STEEL—Volume of trade is small and unimportant. The basis ranges from $2.60 to $2.70.

SHEET IRON—Demand in a jobbing way is extremely quiet. The base price is $2.50.

GALVANIZED IRON—There is nothing doing in galvanized plate. We quote $4.75 to $5.

TINNED IRON—Without feature.

LEAD PIPE—Quiet and unchanged at 7 to 7½c., with 30 and 5 off.

PIG LEAD—Very little doing, but the feeling is steady. We quote $3.25 to $3.35.

INGOT TIN—The firm tendency of tin is maintained, but business rules quiet at 15½ 16½c.

INGOT COPPER—There is no change in copper, which rules firm, as noted last week, at 12 to 13c.

SHEET COPPER—Prices are firmly held under light stocks at 17c.

IRON PIPE—Very little doing. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE—It is claimed that our inside figure has been shaded this week, but for ordinary quantities $2.50 to $2.65 is a fair range.

TIN PLATE—There is not much to report in regard to tin plate. Unsound stock may possibly be offering for less money than our quotations, but good sound stock is held steady. We quote as follows: Coke, I.C., $3.10 to $3.35; coke wasters, $2.80 to $2.90; charcoal, I.C., Alloway, $3.35; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do, I.X,, $4.50.

COIL CHAIN—Without alteration, prices ranging from $3.25 to $3.65.

BOILER PLATE—Prices steady at $1.90 to $2, with business quiet.

TERNE PLATE—Dull and unchanged at $5.85 to $6.25.

SOLDER—A moderate demand is noted at 10½ to 11c.

SHEET ZINC—Dull at $5 to $5.25.

SPELTER—Quiet, as last quoted, at $4.50 to $4.70.

ANTIMONY—Dull but steady at 10c.

SCRAP IRON—Very little is doing in scrap owing to limited operations at the rolling mills. We quote wrought $13 to $14.50, and cast $10 to $12.

GLASS.

There has been a moderate enquiry for glass. We quote: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

Business in this department begins to open up fairly well. The various makers have had their representatives on the road during January, and report a fair amount of business booked, especially during the latter half of the month. Prices are very much on the lines of last season except in the case of the advance in white lead, in response to

W. G. HARRIS

Wholesale Buyer

. . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Perfecto Varnish

Shines, Wears and Works Well

Perfecto Varnish

the rise in raw material. The general feeling is that prices in this branch have been much too low, and the tendency is rather to firmness.

WHITE LEAD — Quiet. We quote: Choice brands Government standard, $5 ; No. 1, $4.62½; No. 2, $4.25 ; dry white, $4.50.

RED LEAD — In good demand and stocks are low. We quote as follows: 4c. in casks, and 4¼c. in kegs ; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Demand opening out well ; first grade $1 and second ditto 90c.

PUTTY—In bulk $1.75, in bladder $1.90.

GUM SHELLAC—Rules rather lower at 28c.

PARIS GREEN—Selling for forward delivery only ; drums 15c., pounds 16c.

LINSEED OIL—Market dull and in full supply ; raw, 46c. ; boiled, 49c.; 5 barrel lots 1c. per gallon less.

TURPENTINE — Quiet at 43c.

VARNISHES—Fair business passing at current prices. Shellac we have marked down 10c.

SEAL OIL—Steam-refined seal oil has ruled weaker, and prices have declined 2½c. per gallon, ranging from 48 to 50c. Straw seal is selling at 40c.

CASTOR OIL—Has sold in fair-sized lots in this market at 8¾c., but holders to-day would not accept less than 9c., and in a jobbing way 9½c.

NAVAL STORES—Continue as last noted. We quote : Resins, $2.85 to $5, as to brand ; coal tar, $3 to $3.50 ; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

The chemical market is quiet and unchanged. We quote as follows : Bleaching powder, $2 to $2.50 ; bicarb. soda, $2.25 to $2.35 ; sal. soda, 70 to 80c. ; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2 ; do. 70 per cent., $2 to $2.20 ; chlorate of potash, 17½ to 20c. ; alum, $1.40 to $1.50 ; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25 ; do. roll, $1.75 to $2.25 ; sulphate of copper, $4.25 to $4.50 ; white sugar of lead, 7½ to 8¼c. ; bich. potash, 10 to 12c. ; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50.

HIDES.

There has been no change in hides. We quote beef hides unchanged at 7, 6 and 5c.; lambskins at 90c. and calfskins at 7c. for No. 1, and 5c. for No. 2.

PETROLEUM.

A fair trade is passing in petroleum, and prices are steady. We quote: Canadian refined, in car lots, 15½c. ; smaller quantities, 16½c. ; American pure white, in car lots, 18c.; water white, 20c., and Astral, 22c., less 2 per cent. In small lots pure white is quoted at 19c.; water white at 20½c. and Astral at 22½c.

ASHES.

There is only a quiet business doing in ashes. We quote ; $3.35 to $3.40 for firsts, $3.05 for seconds, with pearls, $4.50.

COAL.

Featureless and steady. We quote : Stove and chestnut, $6 ; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4 per ton of 2,000 lbs.

MONTREAL NOTES.

Gum shellac is 2 to 5c. lower at 28c.

Orange shellac and white shellac have been marked down 10c.

The trade discount on washers has been reduced from 60 and 5 to 55 per cent. off.

Steam refined seal oil has been sold in round lots at a decline of 2½c. this week.

Sisal cordage has advanced ¼ to ½c. to 7 to 7½c., but manilla is down to the same extent at 8¼ to 8¾c. for 7-16 and upwards.

Holders of castor oil to-day are asking an advance of ½ to ¾c. for jobbing lots, according to quantity.

It is reported that prices have been shaded on Canada and tin plate this week. Good sound plates, however, of both descriptions are held steady at former quotations.

ONTARIO MARKETS.

TORONTO, Feb. 5, 1897.

HARDWARE.

NOTHING of any great importance has developed in trade during the past week. A few good-sized orders have been received during the week, but in general quantities wanted are small and the volume of business light. Forward orders are coming in fairly well and wholesalers are looking for a fairly good spring trade. Payments are not satisfactory.

BARB WIRE, ETC.—A few orders are going forward and some are being booked for shipment April 1. We quote : In Ontario, barb wire, $2.75 ; plain twist, $2.75 per 100 lbs. ; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per keg less than above figures. No guarantee against change in either price or tariff. Terms : 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots ; in Nova Scotia and New Brunswick, $2.85 in less than carload lots ; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—There is very little doing, with the exception of booking forward orders for shipment when the spring trade opens. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days ; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.— Outside coppered iron and coppered spring wire, trade is quiet. In coppered spring some good orders have been reported, especially in an import way. We quote: Tinners', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London ; no freight allowance.

WIRE NAILS—Orders appear to be coming in a little more freely. Discounts, 80 per cent. Ontario with 10-keg lots, delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f.o.b. factory ; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—Much the same remarks apply to these as to wire nails. Base price, $2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A little improvement in the volume of business is to be noted. Discount, 50 per cent.

HORSESHOES—Orders during the past week have been coming in freely for iron shoes. We quote : Iron, $3.35 ; steel — No. 0, 1, 2, $5.35 ; 3, 4, $4.60 ; assorted, $5.10 ; toe weight, $5.80 ; all f.o.b. Toronto or Hamilton ; f.o.b. London, $3.40.

SCREWS—Trade is still moderate. Discounts are : Flat head bright, 80, 10 and 10 ; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10 ; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—The demand is light. Discounts, 10 to 12½ per cent.

CARRIAGE AND TIRE BOLTS—There is no change. Discounts : Carriage bolts, 60 per cent.; tire bolts. 60 and 10 per cent.

RIVETS AND BURRS—There is just the usual trade being done. We quote : Stove

$60.00 "M & W" Bicycle

This wheel is our leader and is unquestionably the best value ever shown in Canada.

The material, workmanship, and finish are of the very finest—it contains besides all the latest improvements and is fully guaranteed. Here are some of the specifications :

Frame of 1⅛ in. weldless steel tubing, with reinforced joints—best quality tool steel bearings, dust proof and ball retaining—adjustable wood handle bars—M & W or Hartford tires—lustrous black or maroon finish, decorated with nickel trimmings.

If you want to "scoop the trade" write at once and secure the agency of the "M & W" for your town.

McDonald & Willson

185 Yonge St., Toronto

bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—The demand has been a little better during the past week, and a few good shipments have been made in sisal. Business in manilla is still light. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ⅜ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Outside the forward orders that are being booked, there is very little doing in churns. Discount is 65 per cent. from factory and 63 per cent. from stock; terms are 4 months with 5 per cent. off for cash in 30 days.

CLOTHES WRINGERS—The improvement noted last week in the demand has been maintained, but not any large quantities are moving yet. We quote: "Royal Canadian," with brass corners, at $29.50 and the "Lightning" at $30 per dozen, usual terms.

SPADES AND SHOVELS—Trade is quiet. Discount, 45 per cent.

SNOW SHOVELS—Demand is fair. We quote $2.50 to $2.75.

AXES—Orders are still coming in, but quantities wanted are small. The demand is principally for medium grades at from $6.50 to $7.50. Prices range from $5.25 to $9 per box.

BUILDING PAPER—Trade is still quiet. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Quiet. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

CEMENT—Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

ENAMELLED WARE—Trade is active in this line. Orders are of fairly good size. and contain nice assortments.

TINWARE, ETC.—A few good orders have been received during the past week, but, in general, tinware is quiet. Orders are now beginning to come in freely for sap buckets and milk can and creamery can fittings.

METALS.

The metal trade remains in much about the same condition it was a week ago.

PIG IRON—Dull. Domestic iron is nominally unchanged at $16.50 for No. 2.

Corrugated Galvanized Iron

Any size Sheets up to 96 x 33 inches

ROOFING
SIDING
CEILING AND
FENCING

NOW IN STOCK
22, 24 and 26 Gauges

QUALITY UNEQUALLED
PRICES RIGHT

See that you get the "OWL" Brand

METALLIC ROOFING CO., LTD., Manufacturers Cor. King and Dufferin Sts. TORONTO

BAR IRON—Dull and weak. The base price, f.o.b. factory, is $1.40 to $1.45, and from stock $1.55 to $1.60 is the idea.

HOOP AND BAND IRON—Trade has been fairly active during the past week. Prices are unchanged at $2.25 per 100 lbs.

SHEET STEEL—Trade has fallen off materially during the past week in the better qualities. In the cheaper grades business has been fair. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—While no sales of round lots are reported, trade has been good in small shipments. We quote as follows: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—Trade is fair in the lighter gauges. We quote: Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

TINNED IRON—Shipments are going out freely, but so far only a few case lots have been called for. A decided improvement in the course of the next few weeks is looked for. Prices quoted can be shaded for quantities. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Quiet and unchanged. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Quiet. Discount, 60 and 5 per cent.

PIG LEAD — Some good shipments have been made during the week. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER—Quiet and unchanged. We quote 12¼ to 12½c. per lb.

INGOT TIN—A few large shipments have gone forward this week at prices slightly under the figures quoted. We quote 16c. for quantities and 16½c. for small lots.

SHEATHING COPPER, ETC. — Trade in both ordinary sheathing and braziers' remains in much about the same condition as a week ago. It is said the recent advance is being charged in all cases. We quote from 15½ to 25c., according to size and quality.

IRON PIPE—Quiet and unchanged. We quote: ¼-inch, 60 and 2½ per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ to 50 per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Quiet. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Dull and unchanged. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—Orders have been more numerous for shipment from stock and for import a number of orders are being received daily. We quote: Cokes, $3.15 for 14 x 20 and $6.25 for 20 x 28; charcoal plates, $3.50 basis for good brands.

COIL CHAIN—Quiet and unchanged. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES—Dull. We quote: I C, $6; I X, $8.

SHEET ZINC—Dull. We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Is moving more freely. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

Business is quiet and prices unchanged. We quote: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper,

7½c. per lb.; bottoms, 7½c.; new light, 7¾c; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

GLASS.

Import orders are coming in freely. Judging from the orders which are being booked, double diamond is gradually increasing in popularity. We quote: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond than at the latter points.

PAINTS AND OILS.

Trade in white lead, colors and varnishes has shown a marked improvement within the last few days. Quotations on white lead are being well maintained and a fair quantity is being shipped. The general impression seems to be that this branch of the paint and oil trade is now on a sound basis. The price of shellac having receded, quotations on shellac varnishes have also declined. All staple colors, such as chromes, greens, blues and yellows are held firm in view of the high rate from the seaboard which the railways are now demanding. The demand for paris green is light. For immediate shipment slight concessions are being made in some quarters, but ordinarily quotations are the same as a week ago. Turpentine has advanced ⅝c. in Savannah during the last few days, and the market for this particular article is looked upon as being strong until the new crop begins to arrive in April. No change has yet been made in the local market, although if the primary market maintains its present strength dealers here are sure to advance their figures. Castor oil has advanced in the primary market, and it would now cost about 9c. per lb. to lay down from Calcutta.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; 10 to 20 barrels, 45½c. Boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c., 10 to 20 barrels, 48½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.65 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $1.95; 25-lb. tins, 4 in case, $2.10; 12½-lb. tins, 8 in case, $2.35.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

SEEDS.

Markets for red and alsike clovers, as well as timothy, are practically stagnant in the absence of either local or shipping demand, and any buying just now is purely speculative and at very low prices. A revival of trade is looked for in the near future, when all hope prices may be maintained. Nominal values at present for red clover, $3 to $4.50; alsike, $3 to $4.25; timothy, $1.10 to $1.50.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with cured quoted at 7¼ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5c. to 6c. for No. 2. Sheep and lambskins, 90c. to $1.

WOOL—The market is steady. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

PETROLEUM.

Business, if anything, has improved a little during the past week. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral 19c. in bulk.

MARKET NOTES.

Castor oil is again dearer in the primary markets.

Turpentine has advanced ⅝c. per gallon in Savannah within the last few days.

Sanderson Pearcy & Co. have a full stock of Jellstone and Alabastine in their warehouse.

H. S. Howland, Sons & Co. are in receipt of good orders from all parts of Canada for the cyclometer they are handling. The No. 3 cyclometer referred to in the firm's advertisement is the one to which so much attention is being paid. By this cyclometer the reader can keep a record of the distances he has made up to 10,000 miles, and at the same time can obtain a record of any individual trips of 100 miles or less.

UNITED STATES MARKET.

NEW YORK, Feb. 5, 1897.

PIG TIN—Except that cable advices quoted slightly higher prices in London and noted continued operations there, no interesting feature came to notice. The local market, in fact, was positively flat. Speculation failed to get a footing, and dealings with the outside trade and consumers were only fair. Prices here stood at about 13.40 to 13.45c., with the higher rate apparently the best that could be realized for 5-ton lots on f.o.b. terms.

COPPER—The market is wholly unchanged. Intimations that some copper could be secured at slightly "cut" prices circulated, but these did not have remarkably good foundation. To the contrary, holders generally remained firm, despite the momentary pause in operations of large buyers. Fair quotations are 12c. for Lake Superior ingot, 11⅝ to 11¾c. for electrolytic and 11½c. for common casting stock.

About 500 to 600 tons Lake Superior ingot have been purchased this week at 12c., presumably for export.

PIG LEAD—Nearly if not quite 500 tons common domestic were sold at 3.15c. That price was subsequently bid and refused for additional quantities, and reports at the close had it that business was under treaty at 3.20c. Some smelters pegged their limit at 3.25c. The market was to all appearances stronger than at any previous time since the improvement started. London cables were a shade easier, quoting £11 16s. 3d. for soft Spanish.

SPELTER—Orders are still almost invariably for small lots and come in slowly. Besides being thus dull, the market is easy with prices at 4 to 4.10c. for good Western. London cable quoted £18 for good merchant brands.

ANTIMONY—The market is quiet but steady. Regulus quoted at 7¼ to 7½c. for Cookson's, 6½ to 6⅝c. for Hallett's and 6½c. for Japanese.

TIN PLATE—New features fail to materialize. Spot business is mostly of retail character and forward delivery contracts are being placed conservatively. Prices are still uneven.

IRON AND STEEL—There is no improvement in the business in any line, and the tone of the market for both crude and finished products continues rather weak.

MOST PROFIT
Is made in the long run on goods that give to customers best SATISFACTION.
NICHOLSON FILES
ARE THE
Best Sellers

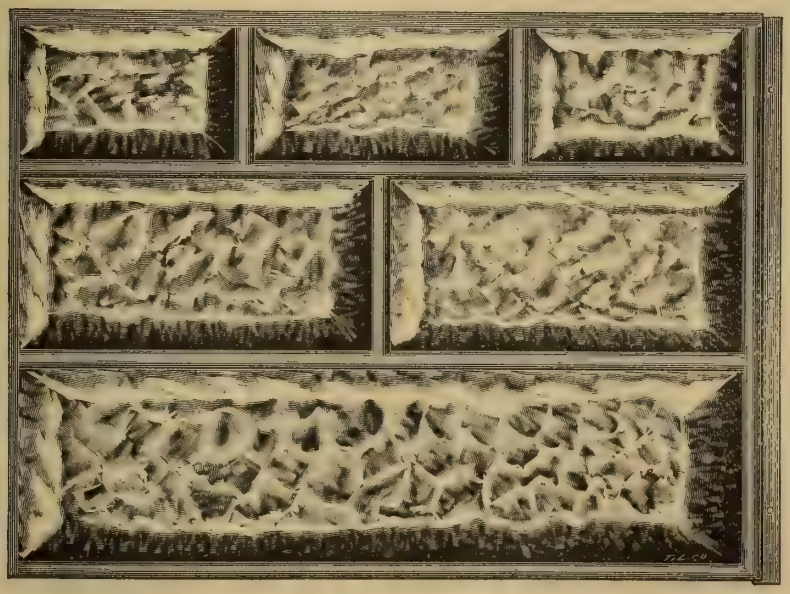
Because they have had a
Universal Reputation
for 30 years of being the
STANDARD of AMERICA,
and they are well known to be
UNIFORMLY RELIABLE.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A
LARGEST PRODUCERS IN THE WORLD.

EASY.. TO SELL TO APPLY

Pedlar's Patent Steel Shingles

Low enough in price to compete with wooden shingles.

Do you know of anyone building a barn or house this season ? If so, why not sell them a PEDLAR METAL ROOF ?



GOOD Agents are a necessity in our business.

We offer **Good** inducements to **Good** men.

Rock-Faced Stone Siding

When properly painted and sanded these sidings are not distinguishable from stone.

Manufactured only by

THE PEDLAR METAL ROOFING CO.

Head Office and Works : OSHAWA, ONT.

HONORING GEO. H. TAYLOR.

THERE are two occasions when a man can usually ascertain who his friends are. The one is when adversity overtakes him. The other is when the exigencies of life necessitate his departure from his accustomed abode to another and far-distant one.

Geo. H. Taylor.

Mr. George H. Taylor, who for several years has been with the Gurney Foundry Co. in all capacities, from that of office boy to traveler, may not have discovered who his friends are through the former medium, but he has through the latter. And it was on Friday night, the 29th ult., when he did so.

As HARDWARE AND METAL stated in a recent issue, Mr. Taylor has been appointed manager of the English branch of the Gurney Foundry Co. And on Friday night his friends entertained him at dinner at Webb's, and further expressed the esteem in which they held him by presenting him with an address and a gold watch.

The chair was occupied by Mr. W. H. Carrick, vice-president and manager of the Gurney Foundry Co. Mr. W. J. Crawford was in the vice chair. On his right was the guest of the evening and on his left Mr. Thos. B. Alcock, secretary of the Gurney Foundry Co. There were in all about fifty persons present, among whom were: Ed. W. Miller, hardware appraiser; J. H. Shouldice, W. J. Crawford, W. Bremner, W. H. Smith, F. C. Thompson, W. Merry, W. T. J. Lee, W. T. Allan, J. Harvey, H. Jewell, D. Maley, J. McKay, Martin Cleworth, W. Cromwell Gurney, E. B. Clancy, J. McQuillan, E. H. Porte, Chas. Davis, Herbert Davis, G. T. Smedley, Robert Morrison, J. W. Williamson, C. W. Pennis-ton, Geo. Taylor, Fred Armstrong and Geo. Barfett.

It was 10.40 p.m. when the chairman introduced the toast list. "The Queen" having been honored in the usual manner, "Canada" came next, and was responded to by Messrs. W. J. T. Lee and Ed. Miller. "The Learned Professions" were looked after by Mr. W. T. Allan.

Then followed the toast of the evening, "Our Guest," and loud and long were the cheers which its proposal received.

"I think, Mr. Vice-Chairman," said Mr. Carrick, "that you will all agree with me when I refer to this occasion as one of those few bright events in ordinary life that release us from our business cares and afford us opportunities of showing in a cheerful way our friendship and good feeling toward a fellow-employe and friend. As I look around this generous board and see so many friendly and happy faces, I cannot but feel that we all rejoice to be here to-night to do honor to Mr. Taylor, who is about to leave us at an early date, and I am sure while we all rejoice at being here to-night, there is a deep sadness in many hearts as the thoughts arise that we are losing the companionship of a mighty good fellow. (Loud applause.) We shall miss that happy disposition, genial smile and blushing cheek that so many of us like to meet. I am sure I voice the feelings of many here to-night when I say that it will take a long time to efface from your memory and mine the many happy hours spent together.

"I have known George about twelve years. He came as a junior in our firm, starting down near the bottom rung. Not quite as low as I did, however. He licked postage stamps, closed envelopes and made out invoices. (Laughter.) Step by step he raised himself from one position to another, until his ability as a salesman was so pronounced that our board soon recognized the necessity of placing the best goods on the outside, as all good merchants do. George soon had the best territory in the gift of our house, and I am glad to say that by his ability, honesty, hard work and steady habits he has to-day one of the best connection on the road in his line. I believe, too, he has as many friends of both sexes as any traveler.

"I am only sorry that our president, Mr. Edward Gurney, is not here to-night to bear testimony to our opinion of George, but business of the most pressing nature called him from the city, hence his absence to-night.

"We have opened a branch of our business in England, which is a most peculiar and difficult market. The people over there are most conservative in their views. But they are the soul of honor. (Hear, hear). We realized the peculiar character of that market when we selected him as the manager of our business there. And I have such confidence in his ability and integrity that I am sure the business under his management must increase, and perhaps it may be to such an extent that while it is to-day the smallest of our branches it will in time be the largest. The tail may yet wag the dog, as it were. (Laughter and applause.)

"It has always been one great satisfaction to us since George came with us to notice that he always did the best he could. And here let me say to any young men who may be present: whatever you have to do, do it well with your whole energy, work as though it was all your own and feel that you understand what you are doing, so that when a vacancy occurs others will have to recognise your fitness for the position. Do your best. No one can do more. Do not feel that you are doing all you are paid for. Good men are constantly being wanted."

Before taking his seat Mr. Carrick called upon Mr. W. Cromwell Gurney, son of the president of the company, for a few remarks.

"I came here to-night," remarked Mr. Gurney as he rose to his feet, "to have a good big laugh, but I find I have got to make a speech, while Mr. Taylor quietly sits there. When I came into the room I overheard one gentleman remark to another, 'I think George will succeed.' Now this puts me in mind of a story I once heard." And then Mr. Gurney went on to tell the story amid much laughter. Briefly, it was an Englishman, who, having sat upon a fellow passenger's silk hat, remarked "I think, sir, I sat on your hat," and at which the offended passenger remarked, "Talk about thinking you sat on my hat, d—— you, I am sure you did."

"I do not think Mr. Taylor will succeed, I am sure he will," added Mr. Gurney, amid much applause.

Mr. Carrick then called upon Mr. W. J. Crawford to read the address, and to make the presentation of a gold watch to Mr. Taylor.

Before reading the address, Mr. Crawford feelingly referred to Mr. Taylor's many qualities and his own friendship for him. The address, which read as follows, was on a roll of parchment and handsomely illuminated:

ESTABLISHED 1839

SEYMOUR CUTLERY CO.

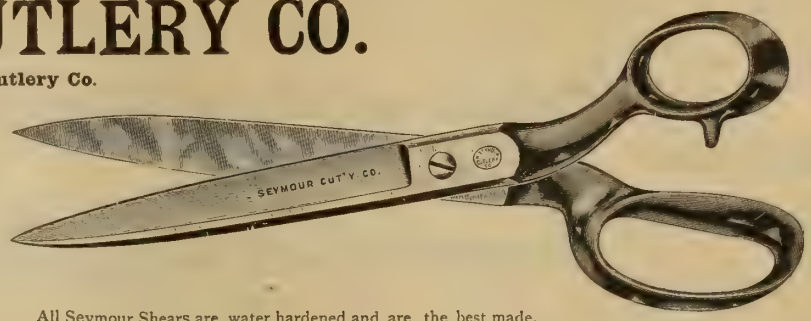
Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors
and . . .
Sheep Shears



All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

To Geo. H. Taylor, Esq., on the occasion of his leaving Toronto, Canada, for England, January, 1897.

We, the undersigned fellow-travelers and friends, hearing of your intended departure for England to fill a more responsible position for the Gurney Foundry Co., Ltd., of this city, take this opportunity to express the high esteem in which we hold you, and would ask your acceptance of the accompanying watch as a token of our regard, and we hope that in your new sphere added success may attend your efforts.

Wishing you God-speed, we are, dear sir, your sincere friends.

The address was signed by about forty of Mr. Taylor's fellow-travelers and others.

The accompanying watch was a handsome timepiece and bore an appropriate inscription.

Mr. Taylor was visibly affected when he rose to reply. He thanked his friends for their kindly words and handsome testimonial. "But," he added, "it is sad to think I am leaving the friends I have made here. It is, however, a pleasure to know that the firm has confidence in me and is sending me to England to manage its business there. It is very hard for me to say what I feel. This evening will not be forgotten. It is the most pleasant period in my life. I shall never forget dear old Canada and my friends here. (Applause.) Canada will always have the best place in my heart. Mr. Carrick, Mr. Gurney and Mr. Crawford remarked that I always did the best I could. I have worked as hard as I could. I have tried to succeed, and I think this gathering here will show that my efforts have been appreciated. I cannot find words to express my thanks to you. If you knew how I felt. If some one were here with the X rays and could see into my heart he would see the best speech that was ever made. (Laughter and applause.) I thank you all from the bottom of my heart."

Applause and "He's a Jolly Good Fellow" with much vigor.

"Knights of the Grip" was the next toast proposed and it was responded to by Messrs. G. McQuillan, J. W. Williamson, H. Flett, J. Shouldice, W. H. Smith and E. Porte.

"The Ladies" brought W. J. Crawford, T. B. Alcock, J. McKay and E. B. Clancy to their feet.

The names of C. W. Penniston, W. P. Collins, and Frank Taylor, were coupled with the toast "Fellow Employes" and Mr. Jewell spoke for "The Committee."

During the evening songs were rendered by Messrs. McClelland, J. Hardy, Geo. Taylor, recitations by Martin Cleworth and mandolin and guitar solos by G. T. Smedley.

The committee was: A. L. E. Davies, Geo. McQuillan, J. McKay, G. Hector Clemes, and W. J. Crawford, hon. secretary.

Mr. Taylor left Toronto on Wednesday morning, and will sail from New York on the 10th inst.

A MAN FROM QU'APPELLE.

Mr. Alex. Stewart, of Fort Qu'Appelle, N.W.T., is in Toronto this week. Mr. Stewart is an interesting personage. About 30 years ago he left for the Cariboo mining country, and for 17 years was engaged in gold hunting there, coming back to Ontario a few years for a brief sojourn loaded with gold nuggets, some of which were valued at about $500. He followed this gold-hunting life for about 17 years. At present he is engaged in farming near Fort Qu'Appelle. "But," said he, "I may take a turn at mining again next year in the Kootenay country."

Mr. Stewart is enthusiastic regarding the country around Fort Qu'Appelle. "It is the best farming country in Manitoba or the Territories. Our crops last season yielded 30 per cent. more than in any other part of the West, and next year we expect to see a great influx of immigrants."

WHAT HE MEANT.

I say, do you think that Wiggins is a man to be trusted?

Trusted? Yes, rather. Why, I'd trust him with my life!

Yes, but with anything of value I mean?

HAMILTON HARDWARE CO., Ltd.

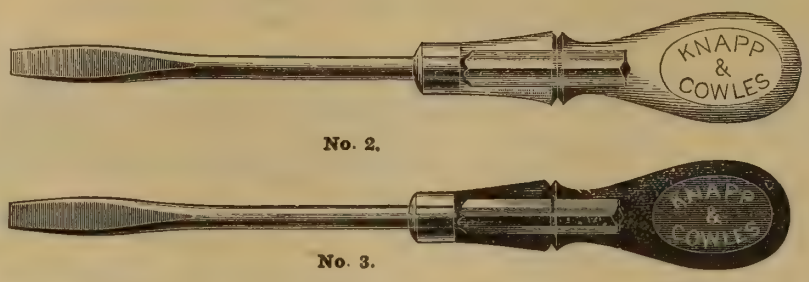
HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.

THE KNAPP & COWLES MFG. CO., Bridgeport, Conn.

We make the largest line of **Screw Drivers** in America.



No. 2.

No. 3.

Manufacturers of a fast selling line of **HARDWARE SPECIALTIES.**

It will pay you to have our catalogue.

Screw-Driver Bits, Square Seamers, Flat, Snail and Rose Counter Sinks.

THE TARIFF ENQUIRY.

THE Tariff Commission sat in Ottawa on Friday, Saturday and Monday last.

THE OIL INDUSTRY.

The case for duty on coal oil was presented by Mr. Jenkins, who said the question was simply one of business life or death. Going into the history of the industry, he said that petroleum was early considered by the Government to be a fit subject for taxation. When it became an article of commerce in the early sixties, the Government imposed a revenue tariff of 10c. a wine gallon upon all oils. At that time Canada had many flowing wells. The United States imposed a duty of 48c. a gallon upon Canadian refined oil. There was no change until after Confederation, when the business was put under excise at 5c. per wine gallon. A revenue tariff of 18c. per Imperial gallon was imposed by Canada upon importations. In 1873 it was proposed to place the duty at a low figure. An enquiry took place, and the Mackenzie Government dealt with the industry in a bold and progressive way by making the duty 7 1-5c. a gallon. This remained for 17 years, until in 1894 it was reduced to 6c. a gallon. The Government of the day were told the business could not stand that reduction. The effect of it was that for months Petrolea was like a city of the dead. Providentially the United States market improved, and the industry began to thrive again. Mr. Jenkins proceeded to quote calculations to show that Canadian oil did not enjoy the full advantage of the six cents protection. The Government charges equalled one cent a gallon, duties paid by oil producers equal one cent a gallon on the oil produced. One cent a gallon was lost by competition with the American oil. The Canadian oil sold at from 2 to 4½c. less than the American oil. This was not due to any inherent defect, but to the fact that most of our lamps are constructed to burn American oil. The Canadian oil contains more carbon than the American, and consequently requires greater draught or more oxygen than the other. In a proper lamp it was worth one-third more than the American oil. The geographical conditions of Canada were very hard on the industry, too. The Dominion is a long, thin country, and freight charges are therefore very high. The oil industry is one which has been now 30 years in existence, and they claimed that the public have been well and faithfully served. Their working margin was infinitely small, and any action to lower the duty would have the effect of putting the business on the first stage of decline.

In reply to a question from Sir Richard Cartwright, Mr. Jenkins stated that the price of oil in Canada was regulated from Halifax. He estimated the production of petroleum in Canada at 800,000 barrels per annum, and of this between 41 and 42 per cent. is manufactured into coal oil. There are five active refineries in the country at the present day, all separate and distinct from one another. There are 8,000 oil wells in operation in the Petrolea district, owned by 600 different parties.

Mr. F. A. Fitzgerald said the American consumer has been stated to pay less for his coal oil than the Canadian, but the oil men of Canada had gone to the expense of securing sworn testimony from points in every part of the United States to show that the price usually was about the same as in Canada.

Mr. J. H. Fairbanks set down the average consumption of oil per family in Canada as 15 gallons. At present the Government gets 6c. a gallon from coal oil, but, supposing this were removed, the public would only have to pay the money on other articles, and the question is a very grave one whether, if the Canadian competition were cut off, the price would go up instead of down. The Canadian interests would certainly die. Canadian oil has been improving right along. The duty to-day is just one-half what it was before the National Policy. The last reduction in the tariff was ill-advised, and the Finance Minister himself opposed it in Parliament. If the American oil industry had not made the opening the drills would have stopped, and the men would be walking the streets. One-third of the oil consumed in Canada is American and two-thirds Canadian. Last year $1,200,000 was the amount spent on oil.

THE IRON INDUSTRY.

The following is a verbatim report of the statement recently made before the Tariff Commission by Mr. Wilson, manufacturer and merchant in iron and steel:

In 1878, when the present high tariff was inaugurated, it marked the culmination in the world's history of a period of depression. In Canada, a certain class of people blamed the Government for the depression, and welcomed the cry of national protection, which policy became attractive to nearly all the manufacturers in the country. The present system of high duties commenced, and these manufacturers in the iron and steel trade—owing to two causes, viz., the high protective duties, which, for the time being, kept out foreign competition, and a general revival in trade all over the world, in which Canadian interests were not neglected—generally flourished and made money.

When Sir Charles Tupper re-arranged his tariff on iron and steel inaugurated by Sir Leonard Tilley in 1878, he was mainly advised and influenced by the Londonderry Iron and Steel Co., their representatives being present at nearly all the interviews granted merchants and other manufacturers in Ottawa. The result was that for the main benefit of that concern, a duty of $4 per ton was placed on pig iron, $13 per ton on bar iron, and $12 per ton on cast iron pipes, equal on the last two items to about 50 per cent. A bounty of $2 per ton was afterwards granted on every ton of pig iron manufactured, so that with duty and bounty the Canadian manufacturer has to-day a protective duty of about 60 per cent. on pig iron. The duty on bar iron was afterwards reduced to $10 per ton, and on cast iron pipes to $10 per ton.

After eighteen years of experience of the

present tariff, I ask the question : What is the condition to-day of the manufacturers of iron and steel, especially in the provinces of Ontario and Quebec, as compared with what it was in the worst times of commercial depression in 1878? I do not expect the manufacturers to admit it, but I believe that, as a general rule, they have made no substantial progress whatever. Over-production is the natural result and consequence of over-protection, and I say, fearlessly, that the iron and steel trade in this country to-day is suffering from over-production due entirely to over-protection.

This over-production has led to fierce competition for business amongst manufacturers, so much so that the trade of the country to-day is regulated by the establishment of combinations and pools, as it is pretty well understood that without the aid and assistance of such means the manufacture of iron and steel goods in the provinces of Ontario and Quebec might not be very profitable. The very necessity for any such unnatural means to sustain business proves, without further argument, that the high protective duties at present existing have not, in the long run, been beneficial to the manufacturer.

I would also ask the question : Is the manufacturer taking advantage of the present high protective duties which exist? In one of the lines manufactured—that of bar iron—the manufacturers have not, to my knowledge, any combination. The cheapest market for bar iron to-day is the United States, where it may be obtained as low as 1c. per lb. The duty and freight to Montreal will equal 75c., making the price $1.75 per 100 lbs. The manufacturers here, owing to keen competition caused by over-production, are selling at $1.35, or thereby only taking advantage of the duty imposed to the extent of 10c. per 100 lbs., as against 50c., which the tariff allows them.

I contend that the present iron and steel tariff has also interfered with the natural sequence of manufacturing iron ; the duty on scrap being so much less than on puddled bars that nearly all the bar iron made in the provinces of Ontario and Quebec has been manufactured from scrap material, so that the bar iron produced by such means has always been inferior and not uniform in quality. It has therefore been a hardship to compel manufacturers who use bar iron as a raw material in the manufacture of their goods to employ such material as has been produced in this country during the past 18 years. You cannot keep re-using an article, and expect it to retain its life. Consequently, much of the iron made in this country has been rotten.

I venture to suggest for your consideration that pig iron be free, or subject to a very small duty, because it constitutes the raw material of hundreds of manufacturers throughout the country ; and to protect the vested interests of iron masters engaged in the production of pig iron in Canada, the present bounty system be continued, but only for such period as will determine whether this country is naturally adapted for the production of such raw material.

The duty on puddled bars and billets should not exceed 10 per cent., and the duty on bar iron, hoops and such sheets as are made in the country should simply be sufficient for a revenue tariff, over and above the duty on the raw material, viz., puddled bars and billets.

The duty on scrap material should be equal to the duty on puddled bars or billets, to prevent the manufacture of inferior iron in this country, and so that the rolling mills might become rollers of iron and not merely re-heaters.

A fixed adjustment of the ground work on some such basis would, I believe, enable the Government to frame a revenue tariff covering the manufacture of iron and steel that would be acceptable to most parties, and beneficial to the country in the end.

As a manufacturer, using hematite pig iron, which is not manufactured in this country, and which constitutes my raw material, and on which I require to pay the duty of $4.48 per ton, I would naturally like to have my raw material free, but I recognize that the Government of this country requires a revenue, and am quite willing to contribute towards that revenue in any reasonable and proper manner.

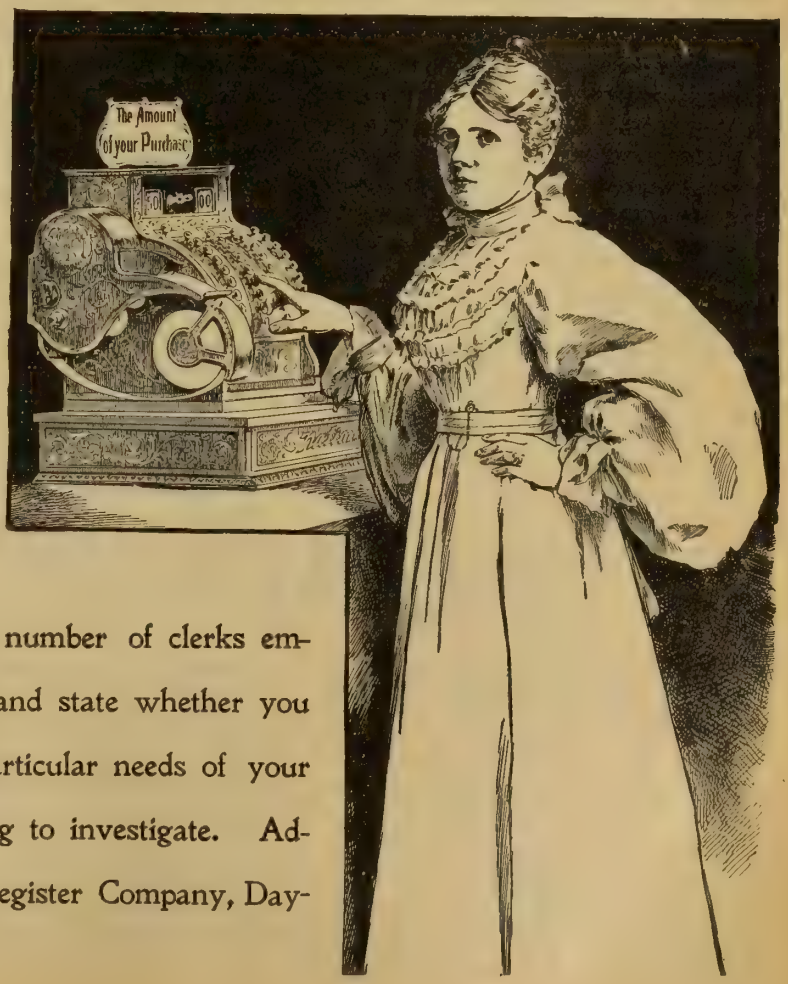
I do not want a net protection on anything I manufacture of over 20 per cent. By the word net I mean a protection that gives me 20 per cent. over and above the duty payable on the raw material. I believe that the manufacturing industries for which this country is naturally adapted should be able, under such conditions as I have outlined, to prosper.

We Want to Study Your Needs.

We have devised systems for handling the transactions between their clerks and customers and sold registers to 110,000 merchants in all parts of the civilized world.

It is probable we could be of assistance to you.

Send us your name, address, business, number of clerks employed, per cent. of business done on credit, and state whether you employ a cashier, and we will give the particular needs of your store careful study. It will cost you nothing to investigate. Address Department W, The National Cash Register Company, Dayton, Ohio, U. S. A.



THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

IN the working machinery of the store's daily existence, the buyer has no part. Even in his own department, for which he has supplied the stock, he has no direct authority. The floor-walker, sometimes called an "usher" (either name is equally inadequate as descriptive of his duties) gets from $15 to $40 a week, and he earns it fully. What the buyer is to the inner management of the store he is to the outer. To the public he is nothing nore than a politely convenient living directory, who knows promptly that the ribbon sale is seven counters down to the left, and that carpet-sweepers may be found at the middle aisle on the third floor. Such matters as these are the simplest of his duties. To keep his salespeople up to the standard in dress, deportment, and activity; to be polite to everybody, to stand as a buffer between the salespeople and the wrath of those who have grievances against the store for goods missent, or other mistakes made; to see that the rules are obeyed; in short to be the arbiter of conduct and store etiquette; these are enough to guard him against ennui. Under a combination of a far-seeing, shrewd buyer, and a courteous, hard-working "aisle manager," as he prefers to be called, with a knack of managing people, any department will more than pay its share of the expenses of the establishment.

Under the floor-walkers as captains, and the executive officers as generals, with the firm as commander-in-chief, the great army of salespeople goes through its daily drill. In first-class stores they receive from $6 to $15 per week; in low-class, as little as $3. As yet the co-operative system, such as exists in some of the Paris shops, has not taken hold in this country; although occasionally as an incentive to "cleaning out" some particular stock, a percentage on sales from that counter is allowed. All the stores have rules of greater or less strictness to which their salespeople are held. The duties of the clerks are so well known as to require no description here. Anyone who has ever made a purchase at a department store counter has had opportunity while waiting for change to observe the process of sale. The very largest of the stores employ in the holiday season 2,500 salespeople, whose duties are entirely at the counters, of whom 500 are "extra help." Lowest of all in the scale come the errand boys and cash girls, who, while gaining the experience which will fit them to go behind the counters when they grow older, are content to be at everybody's beck and call for a consideration of $1.50 up to $3 a week. It will not be long, by the way, before the cash boys and girls are done away with entirely, and to the benefit of all concerned. The mechanical "carriers" are much more convenient, and, of course, vastly cheaper than human hands and feet. In the newest stores every department has its own cashier and wrapper. This is an expensive system for the store, but swift and convenient for the purchaser.

Some idea of the magnitude of the work necessary in the carrying on of one of these establishments may be gained from the fact that only one-third of the staff comes in contact with the public. At the top of the building, where the space is least valuable, are the stock rooms, where a busy corps, under command of the "head of stock," arranges the goods, unpacked in the receiving-room next door, in their places on the shelves, and transfers them upon order from the floor-walker, when he needs them to keep his department fully stocked. The work-rooms, where hundreds of girls, mend, repair, and alter all day long, are tucked away here and there, where the customers may pass their doors without suspecting their existence. It is but due to the merchants as a class to say that the "sweat shop" does not exist in the big stores. As a rule the working rooms are light and well ventilated, the pay of the women is about the same as that of the saleswomen, and the rules of the department are far less strict than those which obtain behind the counters.

Not so in the cashier's department, the pool into which all the rivulets of coin in the place empty. In many stores this is a dark room in the basement, where the air is poor, the light artificial, and the noise like a boiler factory. As the pay is not exceptional and the work is extremely trying, the cause for the envy with which the average salesgirl regards her sisters in the cashier's department is a puzzle over which the writer declines to waste time. To add to the difficulties of the cashier's department is the necessity of absolute accuracy; and where actual money is handled in some days during the busy season amounting to $100,000, practically all of it in small and odd sums of money with much change-making, the chances of mistake and error are enormous. Each day's business is balanced, and the totals must agree with the cash tickets.

In obedience to the law of gravitation the delivery department is most often in the basement, and here a great corps of men is employed sending out purchases. This department is like an express office, and it keeps in employment some four or five hundred men in the largest stores. It is the hardest worked part of the establishment, particularly in the holidays, when the men are on duty day and night, often for eighteen hours a day. For the two or three nights preceding Christmas many of them do not leave the store, having their meals served there and getting such cat naps as they can in corners or improvised beds of bagging. To the delivery department by elevator, in wheeled boxes, or in the baskets of the floor boys, come all articles bought and not taken away by the purchasers. It is divided into local, freight and express delivery, the mail-order department being separate. Each article having come to the delivery room, and having been properly wrapped, marked and entered on the books, if addressed for local delivery, is thrown on a long table, manned by youths who carry implements like the rake of the croupier. Around these tables, which are smooth and slippery, are sets of bins, each bearing a number, corresponding to the number of the driver who collects from it. As soon as the address on a parcel is read the youth who gets it slides it over the table, calling out the number to which it goes, whence it is raked in by another youth who unerringly tosses it to its destination. It is as good as watching a game to see the parcels disposed of, so swift and accurate is the action of the practised corps. Outside and above, in the streets, stands a long row of delivery wagons, of which a number of firms own more than 125 each, with twice that number of horses. In each wagon sits a "driver's boy." From his own bin the driver collects his goods and sends them up to his boy, who packs them in order for delivery.

Over the delivery department in every store presides a genius. How it happens that there are enough geniuses to go round is a mystery; but surely that is none too exalted a term for a man who keeps a whole city mapped out in his brain, and can tell you at once the nature of any locality you may name, whether it is built in brown stone or brick, the average of rents and whether it is a residence, boarding-house or apartment district. This employe in a New York store remembers and can immediately recall the address of several thousand credit customers. He keeps track of the growth of the city and the changes in character of various neighborhoods, a particularly difficult matter within the last three years, during which the character of many districts has changed radically. With the delivery of the goods at the house of the purchaser the store's duty ends, unless there is some mistake. Each article after it gets to the store is handled by six persons before it reaches the customer in the hands of the sales clerk and by nine more before it is finally delivered at the house—fifteen in all. Some goods go through a longer course than this; as, for instance, articles

which are to be altered to suit the customer ; but every bit of stuff, whether it be a hundred-dollar piece of silk or a five-cent notion, must pass through the fifteen processes. The persons who handle goods are in order as follows :

The receiving-room man, who unpacks it.
The head of the stock, who disposes of it in the stock-room.
The buyer's assistant, who marks it with his price.
The transfer or stock-boy, who carries it down to the sales-room.
The head of counter, who receives it.
The head clerk, who places it on the shelf or counter where it belongs.
The salesman or saleswoman, who sells it.
The inspector, who examines it after the sale.
The collector, who takes it in his basket to the delivery-room.
The packer, who makes a neat bundle of it.
The addresser, who copies from the accompanying slip the name and address of the purchaser, writing it upon the wrapping paper.
The assorter, who distributes the bundles into lots to go to the different parts of the city.
The youth of the long table mentioned above, who slides it with unerring dexterity into the proper bin.
The driver, who takes it from that bin.
The driver's boy, who helps the driver pack it in the wagon, and who finally completes the long list by handing it in at the door.

No other business that is conducted under one roof equals the department store in magnitude of detail. Take, for instance, the case of one of the giants of the species. It employs from 3,500 to 5,000 persons, according to the season. In a year it does nearly $10,000,000 of business. Its largest individual sale last year was an orchestrion for $4,500, and its smallest a patent clothes-pin for 1c. During the holiday rush there were several days when its gross receipts ran over $100,000. It has more than 70 departments. To heat it 100 miles of steam pipe are required, and the electric light plant would adequately equip a small city. It represents a rental of nearly $300,000 a year, and at a conservative estimate the daily expenses of the store are $5,000. When it is considered that this enormous sum is made up from the profits on sales, for the most part in small parcels, one gets an inkling of the infinite care in details and the perfection of system which go to make such enterprises as largely profitable as they are. A man who has himself conducted one of these businesses recently made this statement :

"The profits of the department store are represented by the cash discounts on its bills."

That is, the big store, by virtue of its quick returns, is able to pay cash for purchases instead of buying on long time ; and as it is well known that five per cent. is a high average discount we have an index as to yearly profits if this statement, which has been several times verified, is exact. So fine is the line that divides profit from loss. The store should turn over its whole stock five or six times a year, though some special stock may turn a dozen times. It is a water-wheel which is propelled by the stream of trade, and the drops which it throws off in its revolutions are the profits. And here it may be said that in the conduct of the business the unvarying rule is that for every expenditure of time, space, or money there must be a sufficient and calculable return. This principle pervades every department.

The finances of the department store are constantly in motion, a never-ending stream pouring in and out and in and out, and leaving at the end of the year a sediment of gold at the bottom. But, in addition to this perpetually moving capital, there is a stationary capital ; for such the brains of men who do the firm's work must be considered. In order to keep the employes who are most useful to the store, men with ideas in their heads and originality in their ideas, the firm must offer opportunities for progress ; for the men best worth having will not stay where there is no chance to rise. Death and retirement are constantly making breaches in the executive forces, and men must be found who can step into the places of those made vacant. This is why every firm makes the human element of the store a never-ending study. In the case of the buyers and executive officials, and others in prominent positions, such a reckoning is not so difficult, since their work shows for itself. So exactly is the selling machinery of a store adjusted that there would seem to be little opportunity for the clerks to show special ability ; but the ever-vigilant usher is constantly on the watch for evidence of work, and the salesman or saleswoman who does good work is seldom unappreciated.

(To be continued in our next issue.)

We are Gratified

At being able to inform the trade that we have completed arrangements with the **RINGEN STOVE CO.,** of St. Louis, Mo., and are now the Sole Agents in Canada for their famous

Quick Meal

Gasoline Stoves and Ranges, Gas Stoves and Blue Flame Oil Stoves.

These lines are noted all over the continent for their strict excellence and value—their popularity is unrivalled. **Write for our Catalogue and read full details.**

The Gurney Foundry Co., Ltd. - Toronto

THE GURNEY-MASSEY CO. LTD., - MONTREAL.

THE CANADA PLUMBER AND STEAM-FITTER

MASTER plumbers in Toronto have experienced a better demand for their services during the past week. "I have got it into my head," remarked one master plumber, "that trade this year will be better than it was last year. It cannot be much worse. There is a great deal of figuring going on, and it is for bigger houses in the better localities."

TORONTO MASTER PLUMBERS' ASSOCIATION.

The Master Plumbers' Association of Toronto met on Tuesday last and elected these officers for the ensuing year :

President—W. J. Burroughes (acclamation).
1st Vice-President—J. B Fitzsimons (acclamation)
2nd Vice-President—James Wilson.
Secretary—F. W. Armstrong (acclamation).
Treasurer—A. Fiddes (acclamation).
Corresponding Secretary—M. P. Huffman.
Sergeant-at-Arms—W. Inwood.

The election of the standing committees was deferred till the next meeting.

The representatives at the recent meeting of the Executive Committee of the National Association, held at Quebec, submitted their report.

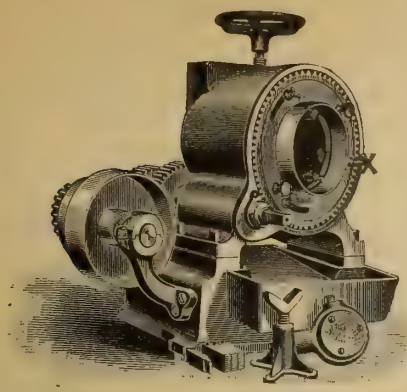
It was decided to reduce the initiation fee of the association from $5 to $3 for the next two months in order to induce those still outside the organization to become members thereof. At the expiration of two months the fee will be $10.

PIPE FAILS TO DRAIN.

"I notice in The Metal Worker," writes a correspondent of that paper, "of January 16 the enquiry of 'A.G.D.,' who states that when the stop and waste is shut off on the bibb on a plumbing system the pipe fails to drain. I will not attempt to describe the cause of this behavior on the part of his plumbing system, but will call his attention to the fact that some plumbers have placed a new leather washer on the side connection to the kitchen boiler without emptying the boiler. They have been always careful to see that the service cock and all the faucets were shut off tight and that they were not opened during the short time which they took to place the new washer. After these precautions had been taken they unscrewed the side connection and the atmospheric pressure was sufficient to prevent the escape of water. At least that is their claim, and it can be readily seen that if the washer was of the proper size it would require but a very short time to put it in place and couple up again. If it is possible to hold the water in a boiler in check from discharging under these conditions it is quite possible that the water fails to drain from his plumbing system for the same reasons. I know that where a stop and waste has been shut off in a plumbing system where the faucets above it were not opened the water would fail to run from the pipe, and that no trouble was experienced in draining these pipes when the faucets were opened, and have no doubt that placing the air valve as suggested by your correspondent will overcome the trouble."

CONVENTION OF THE EXECUTIVE OF THE MASTER PLUMBERS OF CANADA. QUEBEC, JANUARY 22 and 23rd, 1897.

D. Rousseau, Quebec. A. Picard, Quebec. C. Sullivan, Montreal. A. Huot, Quebec. O. Plant, Quebec. John Walker, Quebec. J. H. Wynne, Montreal. E. C. Mount, Montreal. R. Sampson, Quebec. O. Matte, Quebec. J. E. Martineau, Quebec. L. Parent, Quebec. P. J. Carroll, Montreal. W. H. Wiggs, Quebec. L. Z. Trudel, Quebec. F. E. Chamberland, Quebec.
A. Fiddes, Toronto. W. J. Burroughes, Toronto. Jos. Lamarche, Montreal. J. W. Hughes, Montreal. Wm. Smith, London, Ont. A. A. Belanger, Montreal.
John Borton, Halifax, N. S. C. Lamontagne, Quebec. Unknown. J. H. Doody, St. John, N. B.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS

No. 23 Garden St.
Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

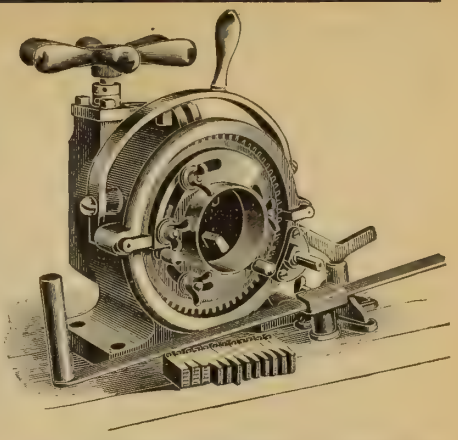
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ⅛ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.

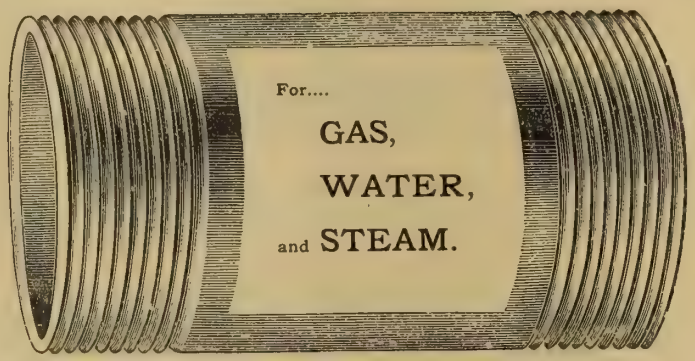


No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

IRON PIPE AND FITTINGS

Complete Line Carried in Stock.

Orders Filled Promptly.



Lowest Market Prices.

Mechanics Supply Co.

96 ST. PETER ST., QUEBEC

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods

Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

ARMSTRONG MAN'F'G. CO.

WATER GAS AND STEAM FITTERS TOOLS

BRIDGEPORT. CONN.

PEARSON'S PATENT

Cone Rotary Ventilator

For Balky Chimneys, ventilating Churches, Schools, Factories, etc. Substantial in make, ornamental in appearance. Made in sizes from 2½ to 48 inches.

The Montreal Roofing Co.
Sole Manufacturers for the Dominion, Montreal

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "**Inventors Guide**" and "What profitable to invent," **Free.** MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

RADIATORS

See our advertisement on front cover
TORONTO RADIATOR MFG. CO.

TRADE MARK J REGISTERED.

"JARDINE"

HUB BORING MACHINES . . .

This machine shapes and sizes the hole in the hub automatically. They are easier running, and do more and better work than any other.

A. B. Jardine & CO.,

HESPELER, ONT.

CROW'S NEST SURVEY.

C. E. PERRY, the Canadian Pacific Railway Co.'s engineer in this district, accompanied by a corps of 15 men, has established a camp at the mouth of Duck Creek, near where the Kootenay River empties into Kootenay Lake. The party will remain in the field at least six weeks, for the purpose of making a survey for a railroad from Duck Creek to a point opposite Balfour.

This is the route of the main line of the Crow's Nest Pass railway and is the second section of location by the C. P. R. officials, the first section being along the south shore of the outlet from Nelson to a point opposite Balfour, which was made some time ago. The completion of the work now being done will give sixty connecting miles from Nelson eastward.

The third section will embrace the territory lying between Duck Creek and the divide which separates East and West Kootenay. The survey of this will very probably be commenced as soon as the snow will permit. The location of the line across East Kootenay to the Crow's Nest Pass will then quickly follow. The pass and its approaches have been surveyed, as has the route through Southern Alberta.—Rossland Miner.

AN OSCILLATING BICYCLE SADDLE.

THE following description of a new French bicycle saddle, which is said to avoid all the inconveniences of the ordinary type and to be extremely comfortable, is translated for The Literary Digest from The Revue Scientifique, Sept. 12:

"Its special aim is to furnish an immovable seat to the cyclist, that his efforts, considered in their totality, may be exerted with effect, and in the second place to obtain a sufficient mobility of the seat, a flexibility of the support, great enough to allow easy play to the muscles that are used in the act of pedaling. The muscles of the cyclist are at once porters and laborers; they are burdened by the weight of the body, especially when the saddle is hard, and they must at the same time work the pedals; and as they contract to do this work they are wounded by the hard protuberances of the saddle. To avoid these injuries it is necessary that the seat should not be too supple, for then it would change its shape, and the cyclist is more or less impeded in his movements.

"To guard against this double inconvenience M. Chaix has invented his 'oscillating saddle.' It is made of two independent plates, having a considerable space between them. * * * Each of these plates sinks in turn under the pressure of the muscles, not offering resistance to their work and giving them a constant surface of action. The oblique plane formed by the plate on the side of the descending leg offers a particularly solid resistance to the push exercised on the pedal; during this time the opposite plate is relieved and resumes its original position, while the corresponding leg rises, and it prevents all movement of the body forward. In reality the saddle has one fixed part, which is placed at the rear, and on which, as an axis, the two movable parts oscillate; the plates rest on flexible springs that rest in turn, on a sort of transverse socket fixed above the stem of the saddle. There is no vertical oscillation of the saddle, regarded as a whole. The distance of the femoral articulation of the cyclist from the crank akle remains constant, which is not the case with saddles having too flexible springs, and the immutability of this distance is extremely favorable to the good use of the velocipedist's strength.

"This saddle is generally made without a beak; and the objections that we have always brought up against beaks make it unnecessary to say how much we appreciate this advantage; at the same time, while we do not understand the utility of this addition, a movable and flexible beak can be fastened on in front and put in place with the greatest ease."

The Canadian Grocer
The Dry Goods Review
The Hardware and Metal Merchant

are the only papers that have had their shorthand reporters with the Tariff Commission constantly. They have taken down every word of the evidence. They have published the most complete reports—fuller than any of the dailies.

MORAL—If you want all the news of interest to business men in Canada you must subscribe for

MacLeans' Trade Newspapers

Price, $2.00 a year each

MONTREAL
TORONTO

PERSONAL MENTION.

John F. Stairs and Graham Fraser, vice-president of the Nova Scotia Steel Co., were in Montreal last week.

Mr. E. Warren Smith, representing the Pike Manufacturing Co., Pike Station, N.H., was in Toronto this week. While en route from Chicago to New York, Mr. Samuel Griffith, one of the directors of the Messrs. Robert Ingham Clarke Co., Ltd., of London, Eng., called upon their agents at Toronto, T. W. Old & Co.

Harvey Graham, the managing engineer of the Ferrona furnaces, Nova Scotia, was in Montreal last week.

Major A. G. Campbell, representing the MacLean Publishing Co.'s admirable trade journals—Dry Goods Review, Canadian Grocer, HARDWARE AND METAL, Printer and Publisher, Bookseller and Stationer and Military Gazette—is in town on business. Mr. Campbell has just returned from a thorough trip of the Northwest and British Columbia, and, like most travelers, is immensely pleased with the far west. He speaks in glowing terms of the wealth and prospects of British Columbia, and has a specimen of the Le Roi gold ore in his inside pocket the place where he carries his wad of mining stocks.—Brockville Daily Times.

RE CULL HORSE NAILS.

Editor HARDWARE AND METAL,—Being interested in the sale of horse nails, etc., we wrote you some time ago on this subject, which letter you were good enough to publish. That letter brought forth a reply from Mr. McMaster, of the Montreal Rolling Mills Co., stating that their company had put no cull nails on the market, as per agreement of the nail association. Later we read your report of last meeting of the Horse Nail Association, and were glad to hear that in future no cull nails would be obtainable. In your last issue we notice a letter from Mr. Wm. Smaill, of the Canada Horse Nail Co., touching on the subject of cull nails. Mr. S. says that no cull nails have been sold since May, 1895. Now, if this is the case, we would ask Mr. Smaill where this Montreal jobber who is supplying all sizes direct to our blacksmiths at $2 per box gets his stock? Did this jobber buy all the cull nails in the market on May 1st, 1895, and still holds enough stock to be able to fill all wants up to date, or is he being supplied by some member of the association? If the supply is being drawn from manufacturers in the association, we would infer that they are violating the rules of said association, and we would also infer from this letter that the trade can be supplied the same as usual with cull nails, as there have been no new rules made to regulate their sale. Would it not be well for the manufacturers who are not supplying these nails to write HARDWARE AND METAL to the same effect as did Mr. McMaster?

Yours, etc.,

B. & S.

PATENT REPORT.

Below will be found the only complete up-to-date record of patents granted to Canadian inventors, which is specially prepared for this paper by Messrs. Marion & Laberge, solicitors of patents and experts, head office, Temple Building, Montreal, from whom all information may be readily obtained: 54,557, Daniel F. Armstrong, Mallorytown, Ont., wagon brakes; 54,561, Louis Barceloux, Stanbridge, Que., bale ties; 54,562, James Somerville, Hamilton, Ont., show table with adjustable leaves; 54,565, Thomas Hodgson, Beaverton, Ont., pump head and handle attachment; 54,568, Henri Beaudry, Montreal, packages for shipment; 54,569, Lewis Skaife, Montreal, gulleys; 54,571, Felix L. Decarrie, Montreal, crematories; 54,572, Wm. McGregor, Windsor, rotary pumps; 54,575, Daniel F. Morrison, Pictou, N.S., composition of matter; 54,576, L. Rousseau, Montreal, corsets; 54,577, O. L. Gadoury, Ste. Placide, Que., stoves; 54,578, Francis G. Gale, Waterville, Que., wire mattresses; 54,596, Wm. W. Owens, Peterboro, Ont., harrows; 54,597, John C. Craig, Kinsmount, Ont., mowing machines; 54,601, J. M. Brown & N. C. Baggs, Hamilton, Ont., eavestrough brake machine; 54,602, Jas. Moore, Port Dover, Ont., soil roller and pulverizer; 54,610, Wm. H. Dunsmore, Stratford, Ont., movable self-airing cloth closet; 54,618, J. B. Garaud, Montreal, Que., wheel hubs; 54,623, John M. Gauder, Toronto, Ont., fireproof covering for steel beams; 54,624, M. J. Grady & R. McMillan, Kingston, Ont., car coupling; 54,626, G. H. Wheeler, Toronto, Ont., device for gauging printers' composing stick; 54,627, J. M. Gauder, Toronto, plaster boards for ceiling and walls; 54,633, H. E. Smith, Toronto, Ont., plough; 54,634, R. C. Eldridge, Niagara Falls, Ont., snap hooks; 54,636, J. D. Belcher, Halifax, N.S., boneing and filling corset and dress bodice; 54,642, F. Mayes, Woodstock, Ont., bobsleigh; 54,648, Jas. Lydiatt, Wallaceburg, Ont., glass blowing apparatus; 54,657, John T. Jackson & F. J. Travers, Toronto, Ont., radiators; 54,664, Allan D. Shantez, Caledonia, Ont., heater shield and ventilator; 54,669, J. A. Gillies, Sidney, N.S., rail joint or couplings; 54,672, Sam. A. Watson, Woodstock, N.B., wash boards.

GERMAN CLERKS IN LONDON.

London clerks complain bitterly of the competition they have to meet in the shape of innumerable young Germans who come to that city, not to earn a living, but to learn the language. These invaders are content with wages ridiculously small, as they look upon the service merely as a sort of post-graduate course in business methods, and expect to find compensation in the high salaries they will command at home, after it is completed.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

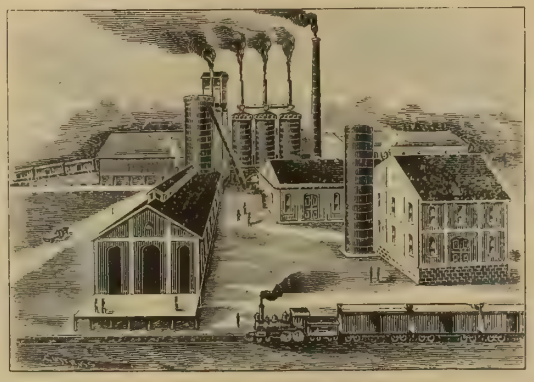
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



The Hamilton Blast Furnace Co., Ltd.

HAMILTON
Canada.

Manufacturers of

HIGH GRADE

Of....

PIG IRON.

Brushes That Last

Our 127 page Illustrated Catalogue B will be useful. It's yours for the asking. Brooms, Brushes, Woodenware.

Good bristles go with good brushes. The bristles don't come out of good brushes easily. We have made good brushes for over forty years.

We import the raw materials direct. They don't go through a dozen or more hands before we get them. We stamp our name on every brush that leaves the factory. This guarantees it. We box the brushes to keep dirt, dust and moths out.

And withal there is an excellent profit in handling them. They are quick sellers—and sure—and certain ones.

CHAS. BOECKH & SONS, Mfrs.

Montreal Branch: 301 ST. PAUL ST.

80 York St., Toronto.

Church's . . .

ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

Sold by leading paint dealers everywhere.

Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.

MR. JOHN M'KERGOW.

FORTY odd years or so ago a boy of Scotch parentage was born within sound of London's famous Bow Bells who was destined to make his mark in the Canadian business community. This youngster was John McKergow, the popular Montreal merchant, who was elected to the presidency of the Board of Trade last week.

Although born in the world's metropolis, the new president is a native Montrealer to all practical intents and purposes, as he came to Canada with his parents when very young. They settled in Montreal, and their son, John, was educated with a number of others, who now are also leading merchants of the city, at the old McGill Model School.

Leaving school, young Mr. McKergow entered the employment of the Grand Trunk Railway, and was with that company for several years. While still a railway employe he attracted the attention of A. A. Ayer, the senior partner of the firm of which he now is a member. This discovery of men with latent valuable talent is a characteristic of Mr. Ayer, and not a little of the success of his great business depends upon this faculty of his to select and pick out the right men for his purposes. Mr. McKergow is, of course, the most notable example of it, but other employes of the old house have made a success in business for themselves, Messrs. Duckett and Hodge being two other examples. However, to get back to our mutton, it was not many years before Mr. Ayer was convinced that his judgment in regard to John McKergow was correct.

Mr. John McKergow, President Montreal Board of Trade.

After two or three years as an employe he was promoted to be a junior partner, and has now been for a number of years a full partner in the enormous export business that A. A. Ayer & Co. carry on. It is probably the largest dairy produce business in the world and some idea of its magnitude may be gathered from the fact that last year this firm exported over 500,000 packages of cheese and butter which approximately represented a turnover of over $4,000,000. It is questionable if there is another individual house in Canada, in any branch of trade, that handles such a volume of business as these figures involve. Mr. McKergow has been closely identified with the development of this great house, and not a little of its present position is due to his keen business sagacity. Perhaps the most striking characteristic of Mr. McKergow—and one that in the opinion of those who know him well is largely responsible for his success—is his faculty of discernment or power of quick analysis.

His intimates state that the promptitude and soundness of his judgment in business matters is almost marvellous, and how valuable such a faculty is to a merchant engaged in a business where speculation so largely enters as the exporting of dairy produce need not be dwelt on here. In a word he, like a few other lucky men, has the gift of promptly seizing on the fallacy or soundness of any certain line of argument submitted to him for consideration. For this reason he has always been considered an invaluable man in committee ever since his connection with the Council of the Board of Trade. Another equally strong trait is his unassuming nature.

Like many another Scotchman he is a believer in the adage that in the great majority of cases silence is golden. He is disposed to let others do the talking if he will be allowed to do the thinking, and it is certain that this habit of his has meant a lot of money to his firm. No one can say that John McKergow ever committed himself in any way. But while a silent man in the general acceptation of the term, when the occasion arises he possesses in a high degree a power of curt, concise expression that is far more effective than the gift of florid eloquence. It is at such times that the dry, cutting humor inherited from his Scotch forbears comes out strikingly. In fact, it is frequently epigrammatic.

His associates tell numberless stories of this faculty of replying with a single phrase or sentence. Perhaps one illustration will suffice. In the early days of his partnership Mr. McKergow, on one of his visits to England, made annually in the spring months, had what he would himself call an "irregular," but considerable line of cheese to dispose of. One gentleman who inspected the lot was especially fluent regarding the defects, and he himself tells the story. He dilated at length on this and that fault, to all of which Mr. McKergow listened in silence. Finally, when the Englishman had exhausted his flow of adjectives, came the reply, like the stroke of a scimitar, to all his verbiage—"you have forgot the boxes." It is not related whether the Briton took the cheese, but if he didn't he ought to.

Mr. McKergow's judgment of quality in regard to the delicate goods handled by his firm is second to none. In fact, he is considered one of the best judges in Canada, as attested by the frequent demand for his services at the different annual exhibitions. This and his ability as an economical buyer are proverbial in the trade of which he is a member. In addition to his connection with A. A. Ayer & Co, Mr. McKergow is largely interested in real estate in Montreal, is a director of the Laprairie Brick Works Co., the Laurie Engine Co. and other industrial works. He has been a member of the Council of the Board of Trade since 1893, and for two years was the second vice-president.

It is well to keep in mind Bacon's famous saying, that "There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for men and goods from place to place."

AN UP-TO-DATE HARDWARE STORE

ONE of the most modern and beautifully fitted up hardware stores in Montreal is located at 1999 St. James street, St. Henri, and is owned and conducted in an able manner by Mr. Lewis Trudel, jr. Fortune has been kind to Mr. Trudel, and, in addition to owning his own handsome place of business, the whole large stone block of stores belongs to his family. Heavy brass fenders run along the counters, and solid bronze handles may be noticed on every drawer. Everywhere is luxury and convenience. A fine ladder, running on a pulley railway, runs from one end of the shop to the other, in order to give easy access to the highest shelves. The stock is complete, and comprises cutlery of all kinds, beautiful novelties in knives and ornamental goods, carving sets, pocket knives, etc., granite tea and coffee pots, silver-plated copper pots and kettles, revolvers, door bells, sleigh bells, stoves of all descriptions, specialties being made of McClary's ranges and tools of all kinds, bird cages, bread boxes, fancy hinges, glass, wall paper and paints, oils, varnishes, etc., and, in short, everything needful or useful in this important branch of trade.

A fine tesselated pavement is the flooring at the entrance. The store is well lighted by electricity and the Auer light, and no city store can surpass in beauty and taste Mr. Trudel's place. A fine private office, fronted with richly-stained glass, adorns the back of the store, and the stock carried is one of the largest in the city.

A smart staff is employed, and all orders receive immediate attention and are delivered to all parts of the city. Personally, Mr. Trudel is one of Montreal's leading business men. He has always taken an active interest in the town's welfare, and is known for his energy, enterprise and ability.

JAPS LOOKING FOR FOREIGN BUSINESS.

The merchants and manufacturers of Japan are going in for the export trade in a thoroughly practical manner. The objects of their Foreign Trades Association may give some hints to Sir Richard Cartwright, who is looking for pointers. The following is a list of committees and their objects :

1. To report facts important to exporters.
2. To secure increased facilities.
3. To prevent the exportation of spurious products.
4. To secure Government encouragement for the export trade.
5. For the education of able men for the export trade.
6. To encourage intimacy between producers and exporters.
7. To encourage the development of industries for export.
8. To examine the commercial conditions and requirements of foreign markets.

ELEVATOR MOTORS.

Would a manufacturer of Electric Motors for elevators kindly correspond with this office as we have an enquiry from a probable purchaser? Address,

Canadian Hardware and Metal,
Board of Trade Building, Montreal.

Canadian Advertising Agency, Ltd. Toronto.

Would Like to Send You . .

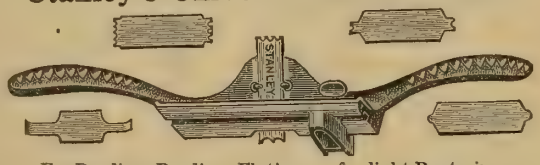
particulars of their system of doing business. . . .

IMPROVED
Labor-Saving
CARPENTERS' TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

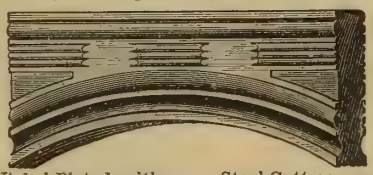
SOLD BY ALL
Hardware Dealers.

Stanley's Universal Hand Beader.



For Beading, Reeding, Fluting, or for light Routering.

SAMPLE OF WORK



DONE BY BEADER

No. 66. Nickel Plated, with seven Steel Cutters ---------$1 00

Perfection Clothes Dryer

Something that sells at sight.

Do you want to be first in your town. . . . .

Send for Sample and Prices.

45 Windsor St., Montreal

"GOOD CHEER"
STEEL OVEN
COOKING STOVES
GUARANTEED PERFECT.

SOLD BY LEADING DEALERS EVERYWHERE.

THOUSANDS IN USE.

THE JAS. STEWART MANUFACTURING CO. LIMITED WOODSTOCK ONT.

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

FALSIFYING INVOICES.

CASES are frequently made public in which importers pass goods through the Customs on false invoices. It is reasonable to suppose that there are many other cases which are not made public. These false invoices often work great injury to honest business men, because the rogue can undersell the man who pays full rates. When a man is found guilty of passing goods through on such an invoice he is generally let off very easily. It is often hinted, and there can be no doubt of it, that on his political opinions very often depends the severity of his punishment.

A. M. Bell, wholesale hardware merchant, Halifax, in giving evidence before the Tariff Commission last week, discussed this question. He said: "I would put a man who passed a fictitious invoice into the penitentiary and keep him there so long as not to give him an opportunity of repeating the offence."

Several leading members of the different branches of trade were called upon in Montreal in regard to the matter. They all were unanimous in condemning the practice.

President Bickerdike, of the Board of Trade, said that such practices tended to lower the ethical standard of the business community, and he could not condemn them too strongly. When an unscrupulous merchant found that he could practically ignore one law it was calculated to create a feeling of contempt for all laws, and engender a low code of business morality. If the law was on the statute books it should either be rigidly enforced or wiped off. A law that could not be enforced should never be enacted, and if it was the case in this instance, the best thing to do would be to repeal it and enact some practical measure in its place. While it was law, however, the Custom House authorities should try and have it as rigidly enforced as possible. There was a penalty in the case of a man perjuring himself in the courts. Why should a man who committed practically the same offence at a Custom House not be treated in the same manner? If it was suspected that an importer falsified his invoice and swore to it as correct he should be tried in the courts the same as any other perjurer, and if found guilty sentenced as such.

Geo. E. Drummond, president of the Montreal Metal and Hardware Association, had been told that the Custom House authorities experienced considerable trouble in regard to falsified invoices. He was in favor of as severe a penalty in case of infractions of the law as in the case of perjury in the criminal courts. When an importer testified to a false invoice he was committing as grave an offence as a witness who swore a false oath in a court of law. The crime was identical in each case, and the same penalty should be imposed. If it was true, as claimed, that the practice was winked at or passed lightly, it was bad in a moral sense, inasmuch as it tended to create a contempt for the law. Mr. Drummond added that a system of specific duties would be the best safeguard against such immoral practices in the case of heavy hardware. On such lines the freight rate from point of production formed a large part of the actual cost. Then there was great variation in the price of such material, making the proper collection of ad valorem duties difficult. United States pig iron furnished an instance. The price was gauged on the cost at northern markets, which was say $10.50 to $13 per ton, according to grade, whereas in the south, owing to cheap negro labor, they were as low as $6.50 to $7 per ton. The only safe form of duty to guarantee a revenue in such a case was the specific. Pig iron fluctuated in price from year to year almost as much as wheat. For that reason also the specific duty was the only sure guarantee of a stable revenue.

L. E. Geoffrion, of L. Chaput, Fils & Cie., said that dealers who falsified their invoices should certainly be prosecuted the same as any other person who took a false oath. It was his experience, however, that the Customs people by their methods encouraged importers to make declarations which they could not conscientiously swear to. He had called the officials' attention to this on more than one occasion, and the reply was that such declarations were more a matter of form than anything else. In one case he had positively refused to sign a declaration because he could not agree to the values set forth in the document. He did know how it was in other branches of business, but in the grocery trade importers were frequently obliged to "declare" invoices the value of which had been altered by the Customs people. For instance, his firm might import a line of groceries the actual cost value of which was, say, 10s., but the Customs authorities might mark it 12s. and the importer before he got his goods through had to declare to such, knowing at the same time that it was incorrect. Such practices were, in his opinion, calculated to create contempt for the laws, which was bad socially and morally.

Geo. B. Fraser, of S. Greenshields, Son & Co., the partner who bought and fixed values on the large quantities of dry goods handled by this firm, said that they had experienced very little trouble in regard to the Customs. Their goods, however, were different to hardware and groceries, which were sold from a list and frequently fluctuated in value. With a chief appraiser who knew his business as well as Mr. Brosseau, of Montreal, the chances for trouble of this kind were slim. In any case where a dishonest trader passed goods at an undervaluation it was bound to render injustice to his honest confrere. If the Customs authorities came across such cases, the offender should certainly be as severely punished as the law allowed.

PAY AS YOU GO.

THIS is a good time—the eve of a universal business revival—for merchants of all classes to prepare the way for the introduction of the cash system, says Mercantile Journal.

It cannot be done all at once—all economic reforms are evolutions, not creations, but a beginning can be made by limiting credits and making them dependent upon prompt payment at specified periods.

Prompt payment is the parent of cash payment; and limited credit is not materielly different from no credit. The one soon merges into the other.

Prospects are that the people will soon have full employment at good wages, when they will have no reasonable excuse for running bills. It is greatly to their interest to pay as they go.

The past three or four years has been very trying on retailers, especially grocers, who have found it impossible to collect outstanding bills for goods for which they had to pay cash. This severe experience should admonish them to be more cautious in the future.

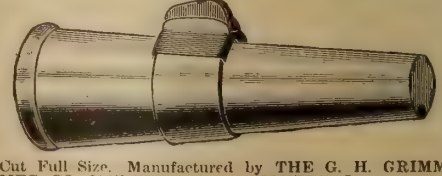
The cash system does not benefit the dealer so much as the consumer. The latter gets his goods cheaper, because they can be sold cheaper. It enables the dealer to go into the open market and buy to the best advantage, often making an extra profit. This he shares with his customers.

Somebody must pay bad bills. The dealer cannot lose them. It would break him up. It is done indirectly, by increasing the price of his goods. There would be no necessity for this if the cash system prevailed.

As a matter of economy consumers should study this matter for themselves. If they will do so they will find that they can make a fair profit by paying as they go.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

RECORD DOUBLE TIN SAP SPOUT.



Cut Full Size. Manufactured by THE G. H. GRIMM MFG. CO., 84 Wellington Street, MONTREAL.

WANTED . . .

Travellers calling upon retail hardware trade—in Eastern Ontario and Province of Quebec—choice side lines—liberal commission. Applicants state lines now handling and territory.

Address—"Hardware Side Line,"
Care of
Canadian Hardware and Metal, Toronto

The Star Manufacturing Co.
Manufacturers of
CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.
Movements for Bicycle and Door Bells. Send for Discriptive Circular of our Patent "Ball" Burglar Alarm.
NEW HAVEN, CONN.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc **MONTREAL.**

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine.
327 St. James Street, - - - **MONTREAL**

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

TO PREVENT FROST ON SHOW WINDOWS.

From a correspondent we learn that a Kansas jeweler, who was experiencing the dull trade which follows a day when the passer-by is unable to see through the store windows, having had plenty of time on his hands, resolved to try and do away with the frost. He took a ¼-inch pipe of brass, bored very small holes in it, about 1 inch apart, then bent the pipe to fit the bottom of his window and fastened it to the sash around the lower edge of the glass. After this was done, all that was left to do was to attach a flexible tube from one end to the gas fixture, turn on the gas and light up the little jets, and he had a row of small lights warming up the surface of the window, and the frost gradually disappeared. The little lights were also useful as an attraction, as any number of people looked at the window as they passed who would never have glanced that way but for the line of little lights attracting their attention.

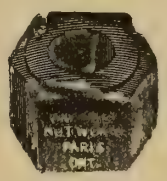
It is suggested that this is an experiment any hardwareman can try, and at but little expense. The jeweler claims that the experiment proved a sure cure for frosty windows.—Metal Worker.

A NEW DUST COLLECTOR.

That form of "matter in the wrong place" which comes under the head of household dust has always been a nuisance, and the usual plan of removing it from furniture and carpets by brush and broom only results in its transference from one resting place to another, its translation being accompanied with grave discomfort to the human respiratory apparatus. Nor do we know how far the dormant germs of disease may not be aroused by the constantly recurring process called dusting. With a view to mitigate these discomforts, there has lately been introduced "Harvey's pneumatic dusting machine," of which we are inclined to have a high opinion. The machine consists of a small box on wheels, with a suction bellows attached which can easily be worked by moving a hand-lever to and fro. In connection with the bellows is an india rubber tube which can be carried to any part of a room and applied to dust-choked places When the bellows are worked, a strong draught of air is sucked inwards through the tube, and the dust is dragged with it, and carried to a calico bag inside the box, which can be emptied and cleaned periodically. In like manner dust can be pulled out of carpets, book shelves and books can be relieved of their accumulated dirt atoms without removal, cracks and crevices can be made to yield up their stores of uncleanness, and the entire process carried out without polluting the air. We understand that the Harvey machines are being adopted with great benefit at many public libraries. Mr. Harvey's address is Kidderminster, Eng.—Chambers's Journal.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
ROLLING MILLS
Rhode Island Pattern Horseshoes. Korrect Shape. Quality Guaranteed.

AND FACTORIES
MONTREAL

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

Toronto, Feb. 5, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag— 56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X. "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

Note.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	....	1 60
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought; ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades, in small lots:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

Note.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

Note.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft.	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

Note.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
Note.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	....
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 05
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	0 45½	0 47
Boiled, per gal	0 48½	0 50

eight allowed. Price 2c. less Toronto, Hamilton, London.

Turpentine.

to 4 barrels	...	0 43
5 to 9 "	....	0 42
10 to 15 "	....	0 41

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 08½
Small lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list. Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M,
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges.................... 0 90
5 and 6 gauges.................... 1 10
uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges.................... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb........................ 0 10 0 12½
Anvil and Vice combined, each........................ .... 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ......
" Sewing, per gross.. } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes................ 5 25 5 50
Chopping Axes—
Black Prince.............. 7 25 7 50
Forest Clipper............ 7 25 7 50
Lance 8 50 9 00
Mann's............. .... 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made.............. 7 50 7 75
Climax.................... 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

inc discount 3 90 4 0
opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.
Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.
Door.
Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.

Hand, per doz................ 3 35 4 75
Moulders', per doz............ 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 20 per cent.
Excelsior, 10 per cent.
Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell, per doz...... 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriege, dis.. 60 p. c. off new list
Tire, dis., 65 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.
Cast Iron.
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.
Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz........ .... 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 9 50

Cement.

Canadian, Portland................ 2 30
English " 2 50
Belgium " 2 25
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 65 per cent.; from stock, 63 per cent.
Steel, net............................ 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz.............. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz.......... 16 00 51 50
P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.
Per doz 75 1 25

FAWCETS.

Cork Lined, per doz.......... 0 30 0
Wine, per doz................ 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list. 25 to 27½ per cent.
American, 60, 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.

Wire Gauges.
Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.
Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond.

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.
Tack.
Magnetic, per doz............ 1 10 1 20
Sledge.
Canadian, per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50

Chisel.
Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00
Fork.
C. & B., dis. 35 per cent. rev. t.
Hoe.
C. & B., dis. 35 per cent. rev. list.
Saw.
American, per doz............ 1 00 1 25
Plane.
American, per gross......... 3 15 3 75
Hammer and Hatchet.
Canadian, 35 per cent.
Cross-Cut Saw.
Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb.......... 3 65 3 75
12 in. up, per lb.......... 65 2 75
Per doz. set.
Screw. Eureka................ 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring........................ 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz.............. 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1
Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.
Wire.
Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000................ 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb................ 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross............ 1 60

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz....... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross......... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	1 75	7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis—50 to 60 dy	2 30
40 dy	2 35
30 dy	2 40
20, 16, and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70

2. American pattern only—

From 4 to 5 dy	2 90
3 dy (lath)	3 30

3. Canada pattern only—

From 4 to 5 dy	2 70
3 dy (lath)	3 20
3 dy, A.P. fine	3 90

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16½
Carbon safety "	0 18	0 00
Canada w. w. "	0 18	0 00
American w. w. "	0 00	0 21
Pratt's Astral	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6	175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz	2 00	5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz.	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per lb	1 75	01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla	
7-16 in. and larger, per lb.	6¾	00	8½
¼, 5-16, ⅜ in	7¼	00	9
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 60	1 00
" N.P., per set	....	90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50
Solid, "	1 25	....

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
oot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	8 75	9 00

SCREW DRIVERS.

Sargent's per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	2 85	10

Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.

B.B.B. iron carpet, blued	60

" " tinned, 70 p. c.

B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30

B.B.B. cut tacks (in bulk), 50 to 55 p. c.

" " (in dozens, 1 to 6 oz)	45
" " (in dozens, 8 to 24 oz)	30
" " ¼ weights	40
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned	52½
Swedes, upholsterers', genuine	50

Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.

Swedes, carpet, gimp, lace	35
brush, blued and tinned	40
Zinc tacks	35
Copper tacks and nails	60
Leather carpet tacks	30
Trunk nails, black and tinned	65
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers	10
" " in bulk	15
" " solid heads, in bulk	42½
Saddle nails in papers	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks. discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 5

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13

WASHER CUTTERS.

Per doz	4 00

Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils	2 75	3 00

WIRE FENCING.

Carload Lots and Under.

Galvanized, 2 barb, 2½ and 5 inches apart	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all delv'd	2 70	2 75
Plain twist	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

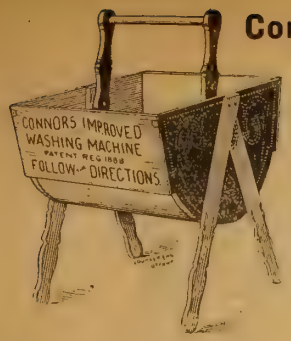
Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 50	...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3
" S., per doz	5 80	7
G. & K.'s Pipe, per doz	....	6
Burrell's Pipe, each	....	
Pocket, per doz		



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Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

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THOS. C. IRVING, Superintendent

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Leading dealers in all kinds of WINTER SPORTING GOODS

COMPRISING—

Snowshoes, Mocassins, Skates, Hockey Sticks, Punching Bags, etc.

Our ***Hockey Sticks*** are the finest shapes on the market, and the prices right. We are the leading house on ***SNOWSHOES*** and our ***MOCCASINS*** are the finest made.

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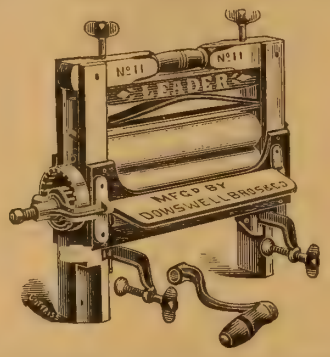
The Wightman Sporting Goods Co.

403 ST. PAUL ST., MONTREAL.



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Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts, All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . **MONTREAL**

and Meakins & Sons, Hamilton.

The OLD WOODEN BUCKET MUST GO

Indurated Fibre Ware.

NO HOOPS, NO JOINTS, CANNOT LEAK, SWELL, OR WATER SOAK.

The E. B. EDDY Co.

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HULL, CANADA.

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

Est. 1863 — Inc. 1895

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Twelve Medals

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HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

The Best They Ever Handled!

"UNIONVILLE, Feb. 10th, '96.

"THE JAMES ROBERTSON CO., LTD.,

"TORONTO.

"We feel justified in tendering you the following recommendation with regard to your Perfection Wall Finish and Ready-Mixed Paints, as of late years we have adopted your manufacture almost exclusively. Our practical man, who has tested several brands of Wall Finish, reports that Robertson's excels any of them as to quality, appearance, durability and general satisfaction. As we have used a lot of this on several large churches in this vicinity, we can confidently recommend it as the best we have ever handled. Your Ready-Mixed Paints are giving us so much satisfaction that we are dropping out of all other makes.

"Yours truly,

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IX | MONTREAL AND TORONTO, FEBRUARY 13, 1897 | No. 7

MAGNOLIA METAL

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TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

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Get What You Want.

If you order a sheet of 72 x 30 x 28-gauge Galvanized Iron you expect it to weigh about 10-lbs., because that is the "Queen's Head" standard. Many other brands weigh as much as 11½ to 12 lbs.—if that is what you want, order "Queen's Head" in 26-gauge, which weighs 11½ lbs. When you buy "Queen's Head" you know what you are getting, and you get what you want, in quality and finish, as well as in weight.

Largest Manufacturers under the British Flag

The Latest Invention.

Since the invention of Safford Radiation there have been no improvements recorded—therefore, the World's Standard of Excellence are still—

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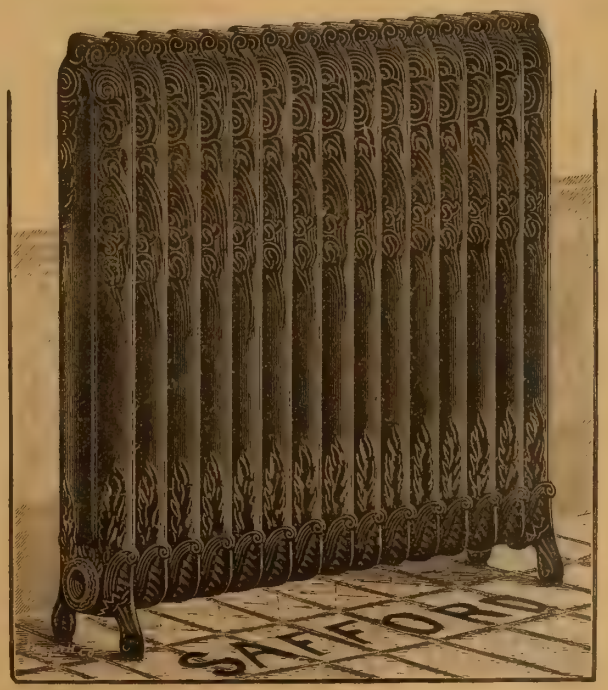
PATENT, STANDARD

Radiators

THE ONLY RADIATOR in the world made without bolts, packing or rods.

225 SIZES. 20 PATTERNS.



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THE

TORONTO RADIATOR MFG. CO. Limited
Toronto, Ont.

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To The Trade

Morgan & Wright Tires and Cements
Indianapolis Chain & Stamping Co.'s Chains
G. L. Thompson Mfg. Co.'s Steel Stampings
Excelsior Needle Co.'s Spokes and Nipples
Detroit White Lead Works' Enamels
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WE ALSO CARRY A FULL LINE OF SUNDRIES.
OUR 1897 CATALOGUE WILL BE READY FOR MAILING MARCH 1st.

RICE LEWIS & SON

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..... TORONTO

MORGAN & WRIGHT TIRES ARE GOOD TIRES

MORGAN & WRIGHT TIRES ARE GOOD TIRES

Heavy Copper Tea Kettles

BOOTH'S PATENT

PRICES ON APPLICATION

The Booth Copper Co., Ltd.

123 QUEEN EAST - TORONTO

YOU WANT OUR

Factory Milk Can Trimmings

When ordering Broad Hoop Trimmings ask for the new Convex Bottom, which is stronger, as the bottom rim is narrower.

The body of the can extends further into the bottom, and consequently protects the side more.

The bottom being further from the floor, is less apt to become damaged.

The corner where the body is soldered to the bottom is a sharp corner. which makes it easy to solder.

Rough handling cannot separate the body from the bottom, as can easily be seen by the construction.

The new narrow bottom or Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the Broad Hoop Trimming.

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, FEBRUARY 13, 1897 No. 7

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
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A GOVERNMENT MISTAKE.

IT is becoming more evident every day that the Government made a mistake in not delegating to a commission of business men the duty of gathering data for revising the tariff, as suggested six months ago by HARDWARE AND METAL.

The work was too great for three or four Ministers to circumnavigate it in the time allotted them. These Ministers, as heads of Departments, had their work cut out for them without being compelled to travel from one end of the country to the other in quest of material for tariff making.

It is obvious that either the Department which they manage or the tariff which they are enquiring into must suffer. And it is most likely that both have suffered to a more or less extent notwithstanding that the three members of the Commission have been working like Trojans since they set out upon the present task.

No blame can be attached to the Commissioners. It is only the principle which heaps double duties upon their head which is at fault.

The result of this faulty system is to be seen in the condition of affairs to-day.

Here we are into the middle of February. By the time the House meets we shall be practically into the middle of March. And it is quite reasonable to expect that another two or three weeks will have elapsed before the new tariff can be brought down. This will bring us into April.

Had the Government done as this paper suggested the tariff could have been brought down two months earlier at least than it now possibly can be.

And because the tariff was not brought down as early as it might have been the trade of the country is suffering, and that unnecessarily.

The tariff needs revision, and HARDWARE AND METAL pressed this upon the attention of the late as well as the present Government. But we have also urged that it should be done as expeditiously as possible and in a manner that would cause the least trouble to the trade and commerce of the country.

Now, however, the commercial interests of the country have been on the tenterhooks for several months. They are still hanging there. And the longer they hang there the more uncomfortable does their position become.

To-day the trade of the country is almost at a standstill. In a few lines, upon which it is thought possible that the Government may increase the duty, there is a little speculative buying, but in other lines the manufacturers will neither make nor the merchants buy any more than is necessary for their immediate and pressing wants.

DECLINE IN CHURNS.

A reduction in the price of churns has just been ordered by the manufacturers. It is about equal to 6 per cent.

The discount is now 60, 10 and 10, both from stock and factory, while the terms are four months, or 3 per cent. off for cash in 30 days.

The discount which before obtained was 65 per cent. from stock and 63 per cent. from factory, with the terms four months, or 5 per cent. off for cash.

The reduction, it is said, is due to the competition of United States churns, which have been coming in lately.

A convention of snuff manufacturers was held in Philadelphia the other day. It was a sneezer.

PLAIN WIRE DECLINES SHARPLY.

The fear of American competition and the determined intention to anticipate it have caused a sharp decline in the price of plain wire in all the staple grades.

The old discount on bright, annealed, oiled and annealed, coppered, coppered spring and galvanized was 20 per cent.

This has been increased to 25 per cent., or a reduction ranging from 17c. on No. 07 bright wire to 18c. on No. 07 coppered spring.

Hay-baling wire, best steel wire, etc., and the other extras which are sold net are unaltered. There has been no change in the terms of delivery.

The Lamp Chimney Trust in the United States has collapsed. Competition evidently got too hot.

IT WAS NOT AN AMALGAMATION.

The rumors of the amalgamation of the Canada Paint Co. and A. Ramsay & Son are not founded on fact. The story got around the trade in consequence of an arrangement entered into between these firms whereby Ramsay & Son will have the use of a portion of the works of the Canada Paint Co. for the handling of heavy goods during the busy season. They are also moving their paint and glass manufactory to their Inspector street premises in order to be nearer their varnish factory on William street and their warehouses on Recollet street.

STEEL RAIL POOL COLLAPSES.

ANOTHER pool has collapsed in the United States. This time it is the steel rail pool, or, more correctly speaking, the Rail Makers' Association.

The pool was organized in 1893. At that time the price of rails was $20 per ton, but the pool immediately ran the figures up to $22, until last year they reached the maximum of $28 per ton.

When the price touched the last named figure complaints became rife, and particularly when it became known that the manufacturers were underselling the English and German manufacturers in the Japanese market.

For some time the pool has been in a tottering condition, and in December last it made an effort to save itself by reducing prices $3 per ton to $25 per ton, but this week orders have been taken at $20 to $21 per ton, and the association to all intents and purposes has been dissolved.

All the steel manufacturers in the United States were members of the association, and the father of the organization was John D. Rockefeller, the oil king.

The average annual output of steel rails in the United States is about 2,000,000 tons, but last year, owing probably to the high price of rails as well as the general depression, the output was less than half that quantity, being estimated at 800,000 tons.

The steel rail pool, like the wire nail trust, has gone the way of which all organizations must go which attempt to unduly advance prices.

Riches are within the reach of the few; character within the reach of the many. Hence the attainment of the greater wealth is possible to all.

BRASS GOODS ASSOCIATION DISSOLVES.

The association formed in June last by the manufacturers of brass goods in Canada has been dissolved, or what is practically the same, the agreement has been revoked, an official notice to that effect having been sent out on Thursday.

The members of the association were: The James Robertson Brass Manufacturing Co., Toronto; Essex Brass and Iron Co., Ltd., London; The Stevens Manufacturing Co., London; Thos. McAvity & Sons, St. John, N.B.; Robert Mitchell & Co., Montreal.

Up to the time the association was formed the price of brass goods was being badly cut. With the formation of the association came uniform figures. In some instances there was a material advance, while in others quotations were left much as they were before.

The fact that there were as many manufacturers outside the association as there were in it was the cause of its collapse.

What will be the fate of prices now each manufacturer has again a free hand remains to be seen.

A Dominion bankruptcy law is a long felt want, but the politicians have long felt that they did not need it.

TROUBLE OVER HORSESHOES.

THE difficulty among the hardware jobbers in Toronto in regard to the cutting in the price of horseshoes and horse nails referred to in HARDWARE AND METAL a couple of weeks ago still obtains, and the feeling is all the more aggravated in consequence.

Now, however, an effort is being made to bring about a better understanding, and a meeting of the jobbers has been called with a view to devising ways and means of overcoming the difficulty.

It is claimed that the rebate of 10 per cent., which some of the houses are giving, is only what the retailer should get in order to allow him to compete with those on the jobbing list who sell to the consumer at the same price which the retailer pays the jobber. But it is urged that the jobber's profit is not sufficient for him to give the rebate, and that before he can do so he must have further concessions from the manufacturers.

The outcome of the meeting will be awaited with interest.

TO FIX THE PRICE OF PAPER BAGS.

A MOVEMENT is on foot having for its object the fixing of a uniform price on paper bags. Whether it will be successful remains to be seen.

But whether it will or not, one thing seems about certain. Prices can scarcely go lower than they are to-day.

And in view of this fact merchants throughout the country would do well to keep their supply of paper bags complete.

The paper bag industry of Canada has not been a satisfactory one to the manufacturers for some time as far as prices are concerned, they claiming that at the present figures they are losing money. If, therefore, the movement to fix prices is consummated a sharp advance in values may naturally be expected.

It was not always, by any means, that low prices obtained in the paper bag industry. Only a few years ago, when the industry was practically monopolized by one manufacturer in the west, the prices he obtained yielded him a handsome profit. But by-and-bye a new and extensive concern, with new and improved machinery, sprang up in the east, and the result is the cheap paper bags of to-day.

When this new paper bag factory in the east started operations the discount for large quantities was about 25 to 30 per cent. To-day 50 per cent. is a common discount, while 50 and 10 to 50, 10 and 5 per cent., with 3 per cent off for cash, is obtained by some.

When a man grasps the situation he has obtained the under hold that will enable him to throw the difficulties.

INDEPENDENT OF THE STATES.

THE two members of the Canadian Government who are in Washington, on a reciprocity tariff mission, according to press despatches, do not appear to be meeting with much encouragement.

This may have more foundation in the imagination of the United States newspaper men than in fact, but still, in view of the utterances of public men and newspapers over there HARDWARE AND METAL fears that the allegations are only too true.

It is a pity that Canada and the United States cannot live more peaceably with each other in a commercial sense. Our parentage is the same. Our language is the same. But in trade matters it appears that we are at daggers drawn.

There is, no doubt, fault on both sides. But ours is the lesser, and theirs the greater fault.

Canada has more than once gone more than half way with a view to bringing about a better trade relationship. But her propositions fell upon deaf ears. And it appears that they are likely to do so for some time to come.

If a fair, businesslike, reciprocal treaty with the United States can be obtained, Canada will be only too glad to accept it. But we are not disposed to importune till our knees get threadbare. Life is too short, let alone the quantity of dignity that would be sacrificed if we were disposed to do so.

Canada is ready and willing to reason, to discuss the question with the United States; but not to importune her. All we want is "yes" or "no." If it is the latter, we'll to our business. We have other and more friendly customers to which we must attend.

Next to Great Britain the United States is the best market for our products, but it has not been one which we have been able to develop satisfactorily. Away back in 1873 we sent more goods than we did in 1895.

Taking our export trade with the various foreign countries during the five years end-

ing June 30, 1895, we find the percentage of increase to be as follows: Great Britain, 24.40; United States, .308; France, 32.40; Germany, 17.60; Holland, 178; Belgium, 248.60; Newfoundland, 58; West Indies, 19; China and Japan, 39; South America, 22.58.

Of course our export trade to all the other countries outside Great Britain is not to be compared in volume with that to the United States; but still, to know that our trade with them and the Motherland is increasing substantially, while that with the United States is practically at a standstill, should increase our independence of the latter's markets and stimulate us to push our products all the harder in those countries which have a kindlier feeling towards them.

HEAVY HARDWARE FAILURE.

One of the heaviest hardware failures of the season in Montreal was recorded last Saturday when H. Fauteux, Montreal, and St. Agathe, assigned at the demand of J. A. Marcil, with liabilities of over $40,000.

The assets are his stock in trade, two properties in Ste. Cunegonde, and one in Lachine. The largest creditors are: Corporation of Ste. Cunegonde, $1,277; estate Masson, $577; Napoleon Roy, $1,580; Rev. Mr. Ecrement, $530; Pierre Claud, $328; salaries, $1,768; Delle Whitney (secured), $2,040; Joseph Villeneuve (secured), $918; L. H. Henault, $310; Napoleon Fauteux, $280; A. Cusson, $271; A. Bremner, $641; R. Sadler, $236; N. Belanger, $499; Major Brothers, $260; Geo. Bradshaw, $910; G. A. Grier, $1,762; Seybold, Son & Co., $582; G. E. Traversey, $1,750; Montreal Rolling Mills, $625; W. King & Son, $401; Canada Paint Co., $439; Frothingham & Workman, $1,076; T. Robertson & Co., $305; Joseph Decary, $237; Rev. Mr. Ecrement, $391; Banque Hochelaga, $1,529; Banque Jacques Cartier, $800; Banque Jacques Cartier, $6,638; Bank of Montreal, $874; S. Brais, $1,434; A. Fauteux, $1,055; O. Brunet, $1,000; J. N. Ducharme, $1,000; P. Allaire, $245; H. Rollin, $283; E. Metazer & Co., $280; F. Nash, $200; Alfred Fauteux, $367; Alfred St. Cyr, $552; the James Robertson Co., $314, and Goldie & McGulloch, $1,282.

CIVIL SERVANT'S SACRED SALARY.

FRESH interest in the movement having for its object the abrogation of the law which shields dishonest civil servants from their creditors has been created by the decision of the merchants of Ottawa to seek an amendment to the law whereby the garnishing of civil servants' salaries may be permitted.

Civil servants, as a class, may be no more dishonest than any other class of citizens. Neither do they appear to be more richly blessed with the quality of honesty than the butcher the baker or the candle-stick maker. There are a lot of them that do not pay their debts. And the fact that various communities of business men in the country have time and again urged the removal of the special privileges which the Ottawa merchants are now seeking to have removed is evidence of that.

Morally, the man who scribbles in a Government office has no more right to be made the special ward of the law than has the man who hoes corn.

The reason forsooth that he is the special ward is born of a notion long ago exploded.

Being the servant of the Crown it was conceived in a "moment of weakness" that his person, like that of the king he served, was sacred. At any rate, if the doctrine was never asserted it was at least implied. And his purse was made as sacred as his person, for it was enacted that no creditor should attach it

No matter how orthodox this view might have been in the long ago it is not so to-day. To-day it is heterodox. The civil servant is not now the servant of the Crown; he is the servant of the people. And it is full time that, like other mortals, he should be made pay his debts.

SEND FOR CYCLE CATALOGUE.

IVER JOHNSON AUTOMATIC

...AND...

IVER JOHNSON HAMMERLESS

REVOLVERS

These Firearms have for 26 years been the leaders throughout the world. We undoubtedly manufacture more fine pistols than all the other makers in the United States combined. Our goods are standard and they are money-makers. Hardwaremen, dealers and jobbers are invited to correspond. Catalogue sent upon application.....

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass., U.S.A.

CONVENTION OF MANITOBA MERCHANTS.

A TWO days' session of Manitoba and Northwest merchants was held in Winnipeg on Thursday and Friday, the 4th and 5th inst. Among those present were : Alex. Acheson, Rosenfeld ; W. C. Bond, Gladstone; J. F. Boyd, Minnedosa; J. J. Bargen, Plum Coulee ; R. E. Bradford, Macdonald; E. J. Coade, Carievale ; E. O. Denison, Minnedosa; W. A. Donald, Pilot Mound; J. F. Fumerton, F. Frederickson, Glenboro, W; W. Fraser, Emerson ; J. H. Fargey, Lakeview; T. S. Gray, Beausejour ; F. Graham and R. M. Graham, Melita ; J. J. Heaslip, Alameda; G. H. Healy, Virden ; J. F. Knight, Gleichen ; Jos. G. King, Port Arthur ; F. G. Lewis, Birtle ; C. Landry, Mariapolis ; Isaac Loewen, M. Long, Gretna; G. W. Morfitt, Gladstone; T. B. Mickle, J. D. H. Mickle, Carman; J. Murray, Brandon; D. A. Macdonald, Regina ; Joseph McLean, Hamiota; D. McIntosh, Dauphin; R. G. McLaren, Souris ; John McKinnon, Dauphin; R. J. Noble, Oxbow; J. E. Parrott, Saltcoats ; G. Peacock, Emerson ; C. Pieper, Gretna; H. S. Paterson, Portage la Prairie; N K. Reed, Strathclair; J. H. Standing, Belmont ; Edi Shilson, Snowflake ; A. G. Williams, Gladstone ; J. W. Whitman, Emerson; James White, Rapid City ; J. O. Johnstone, Birtle; John Lane, Birtle ; Thos. Lane, Birtle; J. A. Merrick, Virden ; E. A. Ramsay, Virden; J. M. Stewart, Virden ; W J. Stinson, Austin ; T. J Agnew, Prince Albert; O. J. Abraham, Deleau ; W. W. Bole, Moose Jaw ; Wm. Dickson, Alexander ; John S. Dawson, Regina ; Jas. Dowswell, Emerson; Chas. A. Flower, Birtle; Octavius Field, Hugh Ferguson, A. Hitchcock, J. A. Healey, Moose Jaw; J. A Johnson, John Law, Thos Leese, Birtle ; Jas. A. Merrick, Virden; G. Michaelis, Regina; G. W. Mahon, Douglas; M J. MacLeod, Moose Jaw; John McGurl, Moosomin ; H. McDougall, Moose Jaw; J. R. McPhail, Prince Albert ; E. A. Ramsay, Virden; R. Rolston, Killarney ; J. M. Stewart, Birtle; W. J. Stinson, Austin ; J. J. Story, Wawanesa ; W. C. Thorburn, Broadview ; Wm. Trant, Regina ; R. S. Thompson, Glenboro ; A. Whitelaw, Brandon ; R. H. Williams, Regina.

The proceedings of the convention were opened on Thursday evening in City Council Chamber.

Mr. D. W. Bole, president of the Winnipeg Board of Trade, called the meeting to order. He extended a hearty welcome to the delegates. He then briefly related the steps that had been taken. About three months ago a business men's convention had been suggested. The Board of Trade had sent out some 600 postal cards of inquiry all over Manitoba and the western territories. These had been very extensively answered, and a unanimous wish had been expressed that a business men's convention should be held. There were throughout the country a great many very successful business men, and their success indicated that they had good methods. He was sure they would be patriotic enough to discuss these methods.

Mayor McCreary was called upon to welcome the delegates. He said it afforded him a great deal of pleasure, indeed, to do so on behalf of the city. The object was very important, namely, to discuss the best manner of conducting the business matters throughout the province. The delegates were untrammelled by political ties ; they had no constituents to whom they were responsible, but were here to do what they wished in the best interests of the province. He spoke of the effect upon trade of departmental stores ; also of the desirability of having a bankruptcy Act passed as soon as possible. Such an Act should extend, not only to the merchants, but to the farming community. After having given up all his assets a man should get a discharge from his liabilities. The Dominion Government should be urged to let some other matters go and pass this necessary legislation.

The chairman declared the convention opened, and stated that 19 resolutions had been handed in for consideration. He suggested the appointment of a small committee on organization, and on motion of Mr. Denison, seconded by Mr. Acheson, it was resolved that a committee of 10 be appointed to nominate officers.

The chairman, being requested to do so, nominated the following as the Organization Committee, and the nominations were approved : Messrs. Denison, Acheson, R. T. Riley, Fraser, R. M. Graham, King, Lewis, Mickle, McIntosh, A. Strang, with R. T. Riley as convenor.

BUSINESS MEN'S ASSOCIATIONS.

It was moved by W. G. McLaren, seconded by J. W. Whitman, and resolved:

Whereas, it would be of great advantage to the business men of Western Canada if some means existed that would enable those in one town or village to meet together for the consideration of matters of common interest and to communicate with those in other towns and villages ; and whereas boards of trade may be incorporated only in places having a population of 2,500, making it impossible to establish such boards in small places ; and whereas this convention considers that some form of trade councils with a simple form of constitution and bylaws, might be inaugurated and made workable : Be it resolved, that this convention appoint a committee (to be named by the chairman), to draft such form of constitution and bylaws as may be deemed necessary, and further, that members of this convention agree to take steps to give a fair trial to the attempt to establish such trade councils, in the towns and villages where they reside.

Short speeches were made by Messrs. C. N. Bell, R. J. Whitla, Francis Graham and G. Pocock.

The Organization Committee then reported, Mr. R. T. Riley reading the recommendations, which were, that the officers consist of one chairman, two vice-chairmen, one secretary and an assistant secretary ; that a committee on resolutions be appointed, to consist of eight members, who shall have a meeting previous to each session of the convention, to which shall be submitted all resolutions which shall decide as to the order, and whose decision shall stand absolute unless overruled by a majority vote ; that the meetings of the convention shall be called to order at 10 a.m., adjourn at 12.30; assemble at 2 p.m., adjourn at 6; assemble at 8 and adjourn at 11; that, before the final adjournment of the convention, a committee of not less than seven shall be appointed, whose special duty it shall be to see that all recommendations and resolutions of the convention are brought to the notice of the proper authorities ; that the following be the permanent officers of the convention :

J. G. King, Port Arthur, chairman.
H. S. Paterson, Portage la Prairie, 1st vice-president.
E. O. Denison, Minnedosa, 2nd vice-president.
C. N. Bell, Winnipeg, secretary.
Committee on Resolutions—Alex. Acheson, Rosenfeld; J. F. Boyd, Minnedosa ; D. McIntosh, Dauphin ; J. W. Whitman, Emerson ; F. W. Adams, Brandon ; Geo. H. Healey, Virden: D. A. Macdonald, Regina· James E. Steen, Winnipeg.

The report was adopted.

The president-elect, on taking the chair, referred to the fact that he did not belong to this province, and added that it was a great misfortune Manitoba did not extend down to the head of the lakes, as all the interests and desires of the people there were with this western country, of which they were really a portion. He hoped that out of this meeting would come a business association, a western Board of Trade, or something of the kind, in which business men might meet and discuss business questions on business principles. He accepted the presidency of the convention as a great honor.

The resolutions in the hands of the secretary were referred to the Committee on Resolutions, and the convention adjourned.

The convention resumed on Friday morning.

TWO-CENT POSTAL RATE.

The Committee on Resolutions reported having sanctioned the submission to the convention of resolutions re the following subjects : A uniform rate of two cents post-

age, appointment for Northern Europe of commercial agents who would assist immigration, the needs of manufacturers, Crow's Nest Pass railway, handling of dairy goods, fire insurance rates, early closing of stores in rural districts, the credit system and laws relating thereto, the grain standards and who should make them, immigration and express and local freight rates.

The first resolution taken up was that in regard to the two-cent letter rate for Canada. The resolution submitted was in the form of a memorial and read as follows :

To His Excellency, the Right Honorable the Earl of Aberdeen, etc., etc., Governor-General of the Dominion of Canada, in Council.

The petition of the business men's convention humbly showeth,

That this convention is of the opinion that a revision of the postal rates and classification of mail matter should be made that would provide for a uniform rate of two cents per ounce on letters for carriage within Canada, and from Canada to Newfoundland and the United States.

Wherefore, your petitioners do pray that Your Excellency in Council will sanction legislation providing for a uniform rate of two cents per ounce on letters posted in Canada for delivery in Canada, Newfoundland and the United States.

And your petitioners, as in duty bound, will ever pray.

Signed on behalf of the business men's convention.

The memorial was unanimously adopted.

CONSULAR AGENTS.

The next resolution was in regard to the appointment of consular agents in Northern Europe. It was proposed by Mr. Steen, and seconded by Mr. F. H. Mathewson, ex-president of the Winnipeg Board of Trade, and urged the appointing by the Dominion Government of a regular staff of commercial agents general, one to each of the countries in Northern Europe, who could each have numerous deputies in leading points of each country ; and that one leading duty of such agents and their deputies should be to furnish to applicants in search of a home in the new world, the fullest information regarding the resources of the Dominion and its advantages as a new land to settle in. "This convention," concluded the resolution, "sees also, in this arrangement, a valuable power in furthering the trade interests of both importers and exporters in the Dominion, enabling importers to deal direct with foreign manufacturers instead of through British middlemen, and also enabling exporters of grain and other Canadian products to deal direct with continental European purchasers, instead of through the commission houses of London, Liverpool and New York, as has been the general rule heretofore."

Mr. Thomas Gilroy, who was one of the framers of the resolution, spoke very earnestly in its favor.

Get to the Front and Keep There

That should be every business man's aim. The advantages of such a position are immense. The public like to deal at the leading store—the popular store. They know they'll be well served there. Success means superiority.

The goods a man sells are what he is known by. They, with square dealing, are what make his reputation.

Our aim is, always has been, always will be, to make THE SHERWIN-WILLIAMS PAINTS the standard of the world. We never tire of trying to improve them. They're good now—when we can make them better we will.

We want to hear from all those who want to sell good paints. If you deal with us we will do our best to make the business pleasant and profitable to you. Our policy is to help every customer we have to sell more paint. We do it, too.

THE SHERWIN-WILLIAMS CO.

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

The resolution was carried unanimously.

On motion of Mr. Mathewson, seconded by Mr. Macdonald, it was decided to limit the speeches of movers and seconders to fifteen minutes, and of all others to five minutes.

On motion of Mr. Steen, seconded by Mr. D. A. Macdonald, of Regina, it was resolved to impress upon all good citizens of the country that every encouragement should be given to the establishment of manufacturing industries in the Canadian Northwest, to supply local demands, where that only is possible, and to export where that is possible ; and especially should attention be given to building up industries which would utilize the immense amount of raw material now allowed to go to waste in that part of the Dominion.

Secretary Bell then submitted the following resolution :

That the present rates of fire insurance on town and village property where there is no fire protection are unfairly apportioned and that the Manitoba Board of Underwriters should be petitioned to appoint an inspector who will rate every risk according to its construction, occupation and exposures.

This resolution was moved by Mr. C. Shilson (Snowflake) and seconded by Mr. M. Long (Gretna). Mr. R. T. Riley, Winnipeg ; Mr. R. S. Thompson, Glenboro ; Wm. Dickson, Alexander ; Mr. Murray, Brandon ; J. H. Brock, Winnipeg ; T. B. Mickle, Carberry ; J. A. Merrick, Virden ; J. A. Teissman, Winnipeg ; T. Gilroy, Winnipeg, and other gentlemen, discussed the resolution. Mr. Brock, a member of the Board of Underwriters, assured the convention that their resolution would receive greatest respect and most careful consideration. The resolution was adopted.

EARLY CLOSING.

A resolution on deep waterways, and one on the construction of the Hudson Bay Railway, were received and referred to the Committee on Resolutions.

The chairman nominated as a committee to draft a committee to draft a constitution and bylaws for boards of trade or trades committees for smaller towns in different portions of the province, Messrs, D. W. Bole, F. H. Mathewson and C. N. Bell, of Winnipeg.

The following motion re early closing of stores in rural districts was moved by Mr. A. Strang, seconded by Mr. Williams :

Whereas it is the custom of the business people of many of our towns and villages to continue their

establishments open to a very late hour of the night; and whereas, such does not in any manner increase the amount of business to be done, does not give time for reasonable recreation, and is detrimental to health and spirits alike of proprietors and employes; therefore be it resolved that, in the opinion of this convention, it is desirable that merchants in every business community should have an understanding to close their places of business at a reasonable hour in the evening, 6 o'clock, and that an understanding having been come to among the merchants of any given community that they should then communicate with neighboring towns and villages to endeavor to have a similar arrangement made, with a view of its universal adoption.

Messrs. J. W. Whitman, Emerson; Graham, Melita; G. H. Healey, Virden, and others, stated the experience in their several towns, and favored the hour of six o'clock instead of seven in summer and eight in winter, as suggested in the resolution, in the fprm in which it was moved. The change was made and the resolution passed unanimously.

EXEMPTION LAWS.

The following motion was then moved by Mr. E. Shilson, of Snowflake, seconded by Mr. Wm. Cousers, of Medicine Hat:

Resolved, that any legislation, whether in the form of exemption laws or otherwise, which places the debtor possessed of means beyond the power of the creditor to collect just debts from him, is a deliberate abuse of the powers placed in the hands of legislators and places a premium upon dishonesty; and furthermore, even the economic advantages alleged to be gained by exemption legislation cannot possibly be attained by any law or laws which enable a man to evade payment for the food, clothing and other necessary household supplies of his home. Therefore, this convention appeals to the Legislature of Manitoba and the Northwest Assembly to amend the exemption provisions of such laws so as to give powers of seizure within the limits now exempt to creditors who have supplied such household goods.

The resolution was supported by R. Rolston, of Killarney; W. Trant, of Regina, and R. L. Richardson, M.P., and adopted unanimously.

A resolution favoring the establishing of grain standards similar in quality and value to those with which Manitoba and Northwest wheat came into competition, was moved by S. Nairn, seconded by R. McGurl, of Moosomin, and unanimously adopted.

WATERWAYS AND RAILWAYS.

It was moved by Mr. A. Strang, and seconded by Mr. Steen;

That this convention, composed of business men of Manitoba and the Territories, learn with satisfaction that the Dominion Government is now taking steps looking toward the construction of a canal at the St. Andrew's Rapids, recognizing as they do that the construction of this work would form one of the most important links in the development of our great western waterways. This convention would urge the early completion of this important work, and would further urge upon the Dominion Government that during the coming summer survey work be undertaken, of a preliminary nature at least, to determine the following: First, the feasibility and approximate cost of securing an unbroken water route from the Upper North Saskatchewan to Winnipeg and other Manitoba points, via the Lake Winnipeg route; and also by the alternate route via Lakes Manitoba and Winnipegoosis and the connecting rivers. Secondly, the feasibility of securing a water route from the Red River to the Lake of the Woods, and thence easterly to Lake Superior. Thirdly, the feasibility of opening a water route from Lake Winnipeg to Hudson Bay. This convention would further urge upon the Dominion Government the advisability of considering the usefulness of the navigable waterways of the Peace-Mackenzie River basin, in improving communication on that great river. The business men of Manitoba and the Territories assembled at this convention would further desire to place themselves on record as opposed to the granting of control over any of our waterways to private individuals or incorporations.

It was moved by Mr. A. Strang, seconded by Mr. R. Rolston, Killarney, and resolved "that this convention desires to impress upon the Dominion Government the extreme desirability of having a railroad built to connect the province of Manitoba and the Northwest Territories with the Hudson Bay, and that substantial aid should be given to any bona fide company undertaking the construction of such a railroad."

COLLECTION OF SMALL DEBTS.

Mr. W. Trant, of Regina, introduced the following resolution:

Whereas, a large volume of business is done under the credit system, and it is desirable that the seller should be protected against the dishonest purchaser;

Resolved:

First—That the existing law should be modified so that the cost of collecting small debts be reduced.

Second—That the amount exempt from garnishee order should be reduced to $10, and that the assignment of unearned salaries be made illegal.

Third—That so far as the collection of debts is concerned Government employes should be placed on the same footing as other citizens.

Mr. Trant complained that the collection of small debts is expensive, dilatory and uncertain, whereas the action of the law should be cheap, rapid and certain. He proposed as a remedy for existing evils that a debtor having against him a judgment and costs of less than $100, and not having the means to pay, be permitted to pay in instalments of say $10 a month. He explained the working of the plan in the Old Country. He suggested the establishment of a small costs court, for the cheap disposal of small debts.

The motion was seconded by Capt. D. McIntosh, of Dauphin.

The president gave some of his experience as an employer of labor, of the hardships resulting from the garnishee law. He found that credit was granted too freely by merchants to extravagant families of men known to be getting good salaries.

Mr. Steen proposed that only a certain portion of a man's salary be made subject to garnishee, leaving a married man a certain amount for the support of his family, and a single man a certain proportion for board.

The motion was unanimously passed.

A resolution favoring the reduction of freight rates and improving communication between the prairie districts and British Columbia was carried without discussion.

Mr. T. J. Agnew, of Prince Albert, moved and Mr. J. R. McPhail seconded a resolution expressing the opinion that substantial aid should be given by the Dominion Government to the Manitoba and Northwestern Railway to enable the company to extend its line to the town of Prince Albert.

The mover and seconder and Mr. H. S. Paterson, of Portage la Prairie, and Mr. R. S. McPhail, of Prince Albert, spoke in support of this motion, and it was passed with out opposition.

Mr. R. J. Noble moved, "that this convention desires to impress upon the Canadian Pacific Railway managers, the necessity for the extension of the Pipestone branch of their road into the Moose Mountain district, seeing there is a well settled country there, containing hundreds of settlers, who have been located there from 12 to 15 years who have still to haul their marketable products from 20 to 70 miles to the nearest railway point."

The resolution was carried.

EXPRESS CHARGES.

Mr. J. H. Ashton moved that:

Whereas the express charges on goods from point to point over the western division of the Canadian Pacific Railway are based upon an advance over rates charged by the same company in the eastern provinces of from 33⅓ to 125 per cent. and over, and whereas such excessive rates are very detrimental to the interest of the business community of this country, and whereas the reducing of the express charges on the western division would result in a very material increase of business done, therefore be it resolved that the Dominion Express Co. be memorialized and requested to reduce the rates on the western division to a point but little, if any, in excess of those charged in the eastern provinces.

In speaking to the motion, Mr. Ashdown made a comparison of eastern with western express charges, showing that the latter are greater for similar distances by 33⅓, 50, 66⅔, and even 100 per cent. The rates, he said, were such that comparatively little stuff was carried by express; a reduction, he held, would increase the traffic.

Mr. J. Agnew seconded the motion, Mr. Thorburn, of Broadview, supported it, and it was adopted without further discussion.

C. P. R. FREIGHT RATES.

A motion was introduced by Mr. J. H.

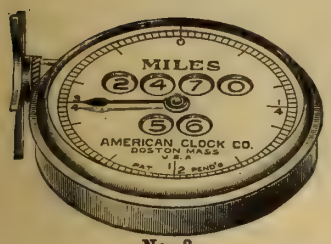
H. S. HOWLAND, SONS & CO.

Wholesale.... Hardware Merchants, TORONTO.

SOLE AGENTS FOR CANADA.

Bicycle Sundries

BEST IN THE WORLD.



No. 3.

....CYCLOMETERS....

AMERICAN MODEL, No. 3.

The upper line of figures register continually up to Ten Thousand Miles, and repeats.

The lower line of figures register Individual Trips, and can be set back at the start.

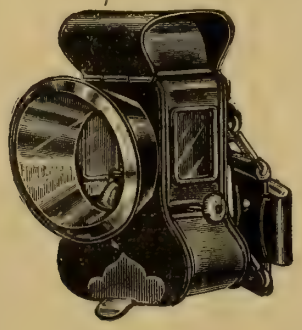
Fasten Cyclometer to right side of fork and adjust the clip on wheel so that it strikes the star wheel on the BOTTOM. Do not take apart and attempt to set at any special number of miles.

No. 1.

TROUSER GUARDS
TOE CLIPS
OILERS. BELLS
LANTERNS

CYCLOMETERS
NEVERLEAK TIRE FLUID
TIRE CEMENT
LUBRICANT, WRENCHES

Tin Oiler.



Demon.

Automatic.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY.

TORONTO.

OUR PRICES ARE RIGHT.

...GRAHAM Wire and Cut Nails are the Best...

Ashdown, and after discussion was amended and adopted in the following form :

Whereas it is advisable that trade between the different points within the province of Manitoba and the Territories to the west of us should increase to the greatest possible degree, and whereas the rates charged on the various lines of communication have much to do with the increase or otherwise of the said traffic, and whereas the rates of freight charged on the Canadian Pacific Railway from point to point within Manitoba and the Northwest Territories are very greatly in excess of the rates charged for similar service in the eastern provinces on that road, Therefore be it resolved that the Dominion Government be memorialized and asked that in any arrangement with the Canadian Pacific Railway Co. looking to the construction of the Crow's Nest Pass railway, the purchasing of lands or other dealings, that the matters of rates of freight on the western division be taken into consideration and such arrangement made as will bring them down to but little, if any, over the rates prevailing in the eastern provinces.

Mr. Ashdown claimed that the progress of the country had been retarded by the railroad freight rates. The C. P. R. was built for the country; a large amount of land was given to the company and held for an increase of value. There was no reason why the rates through the wheat lands should be so much in excess of those to the east. The traffic, he held, would have been double what it is if there had been a more liberal policy in regard to land and freight rates. There should be lower rates of freight on produce going out. If the policy outlined by Mr. Van Horne had been carried out, and grain had been carried at a little over cost, fuel at cost and building material at a little over cost, instead of the adoption of a policy of taking as much as the traffic would bear, great advantage would have resulted to the country. The company had had representations made, without effect ; there was no hope that it would do anything; hence it was necessary to ask the Government to intervene. The policy of charging a certain percentage over eastern rates had been adopted. On all classes of merchandise the increase was at least 50 per cent.

Mr. R. A. Williams, of Regina, seconded the motion. He gave several instances. He had shipped from Regina to Golden, B.C., produce which cost $150 and the charge was $189.

President King wished for a reconstruction of the preamble. He said the through rates were less on all railroads than local rates.

In the discussion that followed those taking part were Messrs. Geo. Pocock, Emerson, McPhail, Johnston, H. S. Paterson, J. H. Brock, A. Macdonald, Wm. Trant and G. F. Carruthers, after which the motion was carried without opposition in the form in which it appears above.

ASSESSMENT OF MERCHANTS' STOCKS.

Mr. R. T. Riley moved and Mr. G. F. Carruthers seconded the following resolution :

That the assessment of stocks of merchandise for municipal taxation, as at present, should be abolished—a system of taxation based on rental value or income being considered fairer. The mover pronounced the present system of assessment of stocks a farce as now carried out ; and he said that if carried out it would be found so unjust that there would be a general outcry against it. He gave examples of inequalities. In one case stock and fixtures, worth $41,000, had been assessed at $3,600 ; three stocks worth respectively $30,000, $120,000 and $66,000, had been assessed in one year at $20,000 each. A stock of $8,000 to $12,000 had been assessed at $2,000 only. This system of taxation was wrong. The merchandise in one's possession does not represent his ability to pay taxes. He favored a system of rental, or income tax.

The resolution was unanimously passed.

Mr. Thos. Gilroy moved and Mr. A. Strang seconded a resolution pointing out the need of increased population in Manitoba and the Northwest and making the following recommendations as a means of securing that end :

1. That far more effort be used than has yet been made. 2. That much larger appropriations be set aside for immigration in accordance with its importance as necessary and profitable public expenditure. 3. That united effort be used and strictly business-like methods, free from party influence. 4. That wise selection be exercised and thoughtful attention be given to the needs and facilities of incoming home-seekers in order as far as possible to encourage and help them to attain the comfort and ultimate success so readily within the reach of men of the right kind. This convention is also deeply impressed with the great value and need of individual exertion, and would pledge the members thereof, and urge on each and every one of the community to try and do something to help along the common good, and thus secure the rapid and substantial progress which the advantages and attractions of Canada should unquestionably command.

The resolution was adopted.

On motion of Mr. Paterson, seconded by Mr. Denison, it was referred to the Winnipeg Board of Trade to appoint a committee to carry into effect the resolutions of the convention and forward them to their proper destinations.

Mr. Ashdown said that he had fallen in heartily with the idea of a convention ; and he hoped that it would be only the beginning of meetings of this sort. If other questions of importance to the country were considered they would perhaps be able to accomplish, 12 months hence, more than had now been done. He was glad to see so many of his friends from the country present, and hoped they had had a pleasant time.

On motion of Mr. Thos. Gilroy, seconded by Mr. D. W. Bole, a vote of thanks was tendered to Mr. King, president, and Messrs. Paterson and Denison, vice-presidents. Mr. C. N. Bell, secretary, was also thanked for his services.

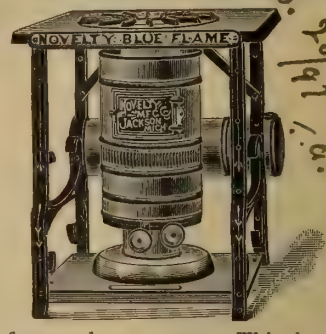
On motion of Messrs. Bole and Paterson, thanks were voted to the Mayor and City Council of Winnipeg for their kindness ; on motion of Messrs. McGurl and Noble, to the Winnipeg Board of Trade, and on motion of Messrs. Ashdown and Gilroy, to the railroad companies for reduced rates.

The convention was closed shortly after 11 o'clock on Friday night.

RETURNED

NEW OIL STOVE.

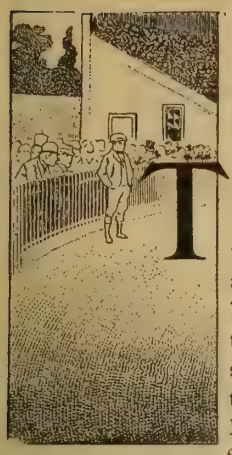
The accompanying cut is of a "Blue Flame" oil stove, made by the McClary Mfg. Co., London. It is built somewhat on the same principle as their 'Splendid' oil stoves, which proved so satisfactory last season. This is somewhat of an improvement over the old style of oil stoves, giving a more intense and economical heat and entirely without odor or smoke. There are no intricate parts or means of operating the stoves, their operation being as near to the ordinary oil stove as it is possible to attain. It has a wick adjustment, which cannot be turned up too high. Another advantage in this stove over that of others is that there are no perforated plates surrounding the burner to collect the soot or char from the burner, every particle of which drops through to the tray below. These stoves will be made in two and three burners, to which an oven can be attached if desired. The entire frame is made of steel, avoiding any possibility of breaking, and light in shipping. The oil tank is placed a distance away from the burner, so that it is impossible for the oil to become heated.

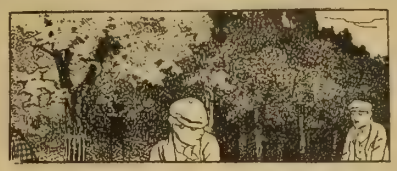


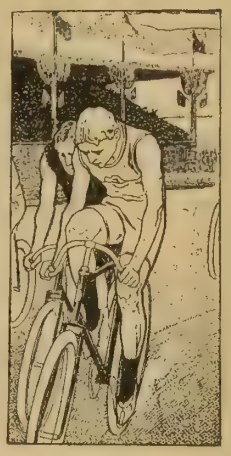
The production of aluminum in 1896 showed an increase approximating 500,000 pounds over that of 1895. The total output of the metal is estimated to have been between 1,300,000 and 1,400,000 pounds.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

THE NEW YORK BICYCLE SHOW.







THE New York Bicycle Show which manufacturers and dealers, let alone bicyclists, have been looking forward to with interest for some time, opened in the Grand Central Palace, that city, on Saturday night, the 6th inst., amid a heavy rain storm.

The decorations were superb and cost nearly a quarter of a million. The wiring in the building for the electrical display alone cost $20,000.

In the centre of the main floor stands the huge pagoda of the National Board of Trade of Cycle Manufacturers, which was such a feature of the Chicago Show.

One of the features of the exhibit on the ground floor is a device for going down hill, which can be attached to any wheel. It is a rotating thread which will release the pedals when one stops pedalling and allows one to use them as a foot rest when going down hill. The moment one pedals the thread catches the pedals and grips them to the shaft of the sprocket wheel as tightly as the pedals are ordinarily attached. The device has been in use for eight months without a sign of wear, and the inventor has for the first time put it on exhibition.

The smallest lamp to be seen at the exhibition is near by. It can be carried in the vest pocket when folded, and yet will burn kerosene or any other oil for twelve hours.

When ready for use it is about 2 by 3 inches square and an inch thick. Unfolded it is but half an inch thick. The arrangement of the draught is such that it will burn the brighter the greater the wind and will not go out. It will fit any curve of fork and will throw a light 100 feet.

Adjustable frames for shipping bicycles, which can be taken apart and packed into a very small space, are sandwiched in among the exhibits of heavy machinery and lamp displays.

The varieties of saddles, handle bars, brakes, tires and luggage carriers would take several volumes to describe. It seems as if the kinds of curves had been exhausted in the search for a shape of handle bar.

In the matter of brakes they fall into two divisions — brakes which are visible and brakes which are invisible. Visible brakes are easily to comprehend, but invisible brakes, which generally are worked with pneumatic pressure, are beyond everything but a printed or verbal description by their inventor.

Two kinds of chainless wheels are to be seen. One maker shows a wheel that looks somewhat like an ordinary safety and another has what might be taken for the old-fashioned high-wheel bicycle.

The latter wheel comes from the other side and the pedal-crank is attached directly to the front axle. The front wheel is thirty inches in diameter and the rear wheel twenty inches. One sits on a seat on the spine of the wheel, which is curved, and the push on the pedal is a slightly forward one. A metal box covers the gearing.

The latest invention in adjustable hubs is on the third floor. This is a hub which can be adjusted by pressure on the oil cap. Less than three seconds is the time it takes to make a wheel with one of these appliances run perfectly.

"The difference between last year's wheels and those for '97 is hardly noticeable because it is slight and in the mechanism," said one of the largest bicycle manufacturers. "The tubing is about the same size as last year's models. The gearing is a little higher, 72 being the average. Barrel hubs still continue the go, but there is no increase in the size. Frames are a little longer, and there is a tendency towards the raised rather than the dropped handle-bars. The tread is more uniform this year, being about five inches.

"The crank hangers are a little lower in relation to rear axle and bearings. The average drop is about an inch and three-quarters. Flush joints are the thing this year. As you can see by the display, most of the makers are using hygienic saddles of a padded variety.

"Wooden handles are not so popular as they were last year, as there is too much spring to them. You can see numbers of exhibitors are showing them. On the whole, the wheel this year is stronger than that of last year. The predominating color is black, though there is a growing desire for wheels of all colors which the kaleidoscopic colors in many of the booths show. In bright colors shades of red, green and white are popular."

The price of wheels shown by the display cards range from $75 to $125 for a woman's wheel, and from $75 to $150 for men's wheels. Tandems are from $125 to $175. Of course, there are wheels cheaper than these figures, and for fancy prices, but the figures given are the prices quoted by well-known makers. Cheap children's wheels are shown, which range from $15 up. Low and high price folding wheels, and wheels with spring and cushioned frames are on view.

The headlights burning kerosene are smaller, stronger, more simple in construction and cheaper in price. Several electric lamps are shown, some of which, it is claimed, will burn from 14 to 16 hours without replenishment of the battery being necessary. They are made with wet batteries and dry batteries. One has an attachment by which the volume of light can be controlled, the exhaustion of the battery being thus economized.

I had it from several that the Chicago affair was a grand one in all its appointments, but a failure in point of sales. No one seemed able to say that it was a success in point of sales, and each had almost given up in advance any hope of doing better at the New York Show. Some thought the time for holding it was at least 30 to 45 days too early.

The cushion-frame wheel which is shown in several booths attracts much attention. Those who have ridden them say that the unpleasant vibration one experiences in going over a rough road is reduced to a minimum. The construction is so simple it is a wonder that the wheels have not been on the market long ago. The seat post is attached to the rest of the tubing of the frame by hinges, and the part of the tubing which runs to the rear wheel and completes the diamond shape of the frame is in two parts. The part attached to the saddle fits within that connected with the wheel and works upon a strong spring and an air cushion, which are so adjusted that just the necessary amount of elasticity is given to ensure comfort.

A new single tube tire of four parts, an outer coating of strong rubber and three

DIRECT IMPORTATION

Berger's
English
Canadian

PURE PARIS GREEN

The King of Wall Coatings

In large or small deliveries.

ALABASTINE at manufacturers' prices.

SANDERSON PEARCY & CO. 61, 63 & 65 Adelaide St. West **Toronto**

inner layers of canvas so arranged that the strongest threads of the layers are at an oblique angle to each other. This construction is said to give a very strong tire.

Handle bars are to be seen at the show with double grips, one pair being at the end of the bar and the other pair near the stem of the wheel.

An English make of chain is an odd arrangement of curved links, which hinge upon each other. It is said to exert greater power than the ordinary chain and is not so liable to snap.

A bicycle with a circle in the frame and one whose frame is a loop received much attention.

One of the most interesting novelties in the show, and at the same time one of the most ingenious inventions in connection with the bicycle that has been seen for many years, is shown in a stand on the second floor. In a glass case, about five feet high, is fixed a bicycle wheel similar in spokes, rims and tires to the ordinary wheel, but it is 42 inches in diameter and is equipped with a 2½-inch tire. The ingenious part of it is the hub. It is about three times the size of the ordinary bicycle hub and is made of clear glass. The balls on the inside can be plainly seen. This is the first practical object lesson of the action of ball bearings while the wheel is in motion. It shows that the balls run under pressure and do not slide.

England and Canada have both invaded the show, and both countries show novelties that attract attention from the public and the trade. The English wheel is of the bevelled-gear type, but is a front driver. It has a 26-inch front wheel and a 20-inch rear wheel, connected by a long, curved backbone, after the manner of the old "ordinary." The front forks are vertical. The cranks are on the front axle and the ratio of gear is 2¾, making this wheel run as geared to 72. The small spur gears are enclosed from sight in the hub, and the only noticeable thing is that the wheel runs faster than the pedals. The advantages claimed are: perfect safety, the rider being nearly midway between the wheels; the doing away with the chain, ease of mount and dismount and the entire absence of the mud-throwing habit of the chain machine.

CYCLE SHOW FOR MONTREAL.

It has been decided by the Cycle Dealers' Association of Montreal to hold a cycle show in the Windsor Hall from March 3rd to 6th. They claim they have a show space for over 100 exhibits. This is one of the good movements of the bicycle dealers and manufacturers of Montreal, as the public interest in the bicycle is more pronounced today than ever. There is not the least doubt but that the show will have lots of exhibitors as well as many visitors.

A CORRECTION.

Editor HARDWARE AND METAL,—We observe in your issue of this date, page 15, intimation of what you call "A Semi-Combination," and regret very much the publication of this statement. There is no combination at all formed between our company and that of Messrs. A. Ramsay & Son.

It is true that Messrs. Ramsay have approached us in connection with the manufacture, according to their formula, of certain heavy lines used in their business, but beyond this such a thing as "combination" or "semi-combination" has never been thought of, and we will thank you to give publicity to this statement so as to prevent any misunderstanding.

Yours truly,

ROBERT MUNRO.

Montreal, Feb. 6.

A DEAL IN HARDWARE.

F. J. Marshall, of the firm of Kelly & Marshall, who recently sold out their hardware business in Orangeville, has again felt the desire of entering the hardware arena, and has purchased the stock of J. D. Reid & Son, of that town. Mr. Marshall had charge of the financial department of his old firm, and this will stand him in good stead in his new venture. HARDWARE AND METAL wishes him success.

BLUE ROCKS **BLUE ROCKS** **BLUE ROCKS**

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

THE CANADA PAINT COMPANY

LIMITED.

90 Bay Street
TORONTO

VICTORIA, B.C.

572 William Street
MONTREAL

We take advantage of the columns of THE HARDWARE AND METAL MERCHANT to make public acknowledgment of our appreciation of the solid support we have received from dealers in and consumers of our manufactures during the year 1896.

While the year has generally been one of depression, it has been to us the most satisfactory in our history, and we acknowledge with sincere pleasure that we sold a larger quantity than ever before of our highest grade goods.

We venture to say that we possess an extensive acquaintance with the description of Colors, Paints, and Varnishes manufactured in England and the United States, and based upon this knowledge we assert most emphatically that we produce in our own factories in Canada, goods equal to the very finest, and turn them out in better shape than many deservedly popular firms long and most favorably known to the painting trade.

That our efforts have been so well appreciated is most gratifying to us, and we continue our assurances of further extended service in 1897.

In our last circular we called attention to our Master Painters' Time Savers called **TRIPLE STRENGTH TINTS**, and we expect every member of the trade to consider how very helpful these must be to his business.

During the year we erected a new and extended Varnish Factory and Tank Rooms for the production, maturing and testing of our

"AMBERITE VARNISHES"

which are now offered to the trade. Special panels finished with these Varnishes will be sent on exhibition when desired. ***There Are No Better Varnishes.*** Other new features are

Green Amboine Wood Stain,

Amberite White and Tinted Enamels,

In bulk for the Painting Trade

Aird-Felch Boat Bottom Composition (manufactured mainly from the produce of our Graphite Mine) the coating used on the "Glencairn," which brought the Trophy from Oyster Bay, Mass., and the yacht "Canada," which similarly excelled on Lake Erie.

We have also perfected our "Boracine" Washable Sanitary Paint in paste form, to meet the want of a really high-class interior finish in Water Color.

Our list is long, but our departments are well manned and our experts are always at the service of our clients.

Our representatives are on their respective routes, and we commend them with much confidence to the kind co-operation of our many supporters.

THE CANADA PAINT COMPANY, Limited.

ROB. MUNRO, Managing Director.

WINNIPEG BOARD OF TRADE.

THE annual meeting of the Winnipeg Board of Trade was held on February 3. President F. H. Mathewson was in the chair.

The president's address was an able and comprehensive one. Referring to the milling industry, he said :

"During the past season we have had a striking instance of the advantages derived from having large flour mills in this country. The crop was short, and the mills, in order to secure the necessary quantity of wheat for their season's operations, were obliged to pay more for it than the ordinary buyers could afford to give, so that the demand for local grinding actually resulted in our farmers realizing several cents per bushel more for their wheat than they would have got if they had been obliged to sell it for export. It would certainly be to the interests of our farmers if the bulk of our wheat crop could be converted into flour before it is exported. Besides the increased price which a home milling market would bring, much indirec benefit would result from the establishment of additional mills. The grinding capacity of our mills continues to increase, and now amounts to 11,415 barrels per day, an increase of 1,125 barrels since last year. As all the railways in the Northwest lead into Winnipeg, it might well be taken as indicating that this city offers great advantages as a suitable place for the erection and operation of flour mills. Our mills of late have been finding markets for their flour in places formerly unthought of. A few years ago nobody would have dreamt that Manitoba would be shipping large quantities of flour to China, Australia and the Islands of the Pacific, but such is the case, and indeed I am informed that one of our large concerns has recently had enquiries for our flour from Johannesburg, South Africa, and also from Calcutta. While the bulk of the trade which has been developed is no doubt due to the failure of crops in the countries referred to, at the same time some of it will be permanent, and at present shipments would be much larger if more ocean tonnage was available at Vancouver."

Alluding to the railway interests of the country Mr. Mathewson said :

"The extension of our railway system by the building of 100 miles into the Dauphin country, during the past season, has been the means of opening up a fine country, especially well adapted to mixed farming. The building of this line now gives the province a total railway mileage of 1,676 miles. I hope the board during the coming year will press upon the Government the importance of providing aid towards the construction of a line through the south-eastern part of the province. Such a line, besides opening up an excellent tract of country, would bring us nearer to the source from which we obtain our supply of lumber and fuel, and, besides this, if connected with a line to Duluth, would place this country 100 miles nearer to Lake Superior. Recently the board passed a resolution favoring the construction of a road through the Crow's Nest Pass. There appears to be a general feeling everywhere through this western country that the early construction of this road is an urgent necessity, in order that the growing trade of the Kootenay country may be developed and kept in the hands of Canadians, and it must be a satisfaction to know that recent utterances of members of the Government lead us to hope that steps will shortly be taken to have the proposed road built. As this northwestern country is the natural market from which the people of Kootenay will obtain their food and other supplies, the opening up of this route will be of immense advantage to our farmers and business men.

"Recent remarks made by some of our public men, and newspaper articles in Government organs, would lead us to suppose that some arrangement is likely to be consummated in the near future, whereby a large block of land will be acquired by the Dominion Government from the railway companies, and thrown open for free settlement. While such a measure would, no doubt, materially aid in attracting new settlers to the Northwest, I express the hope that the board will use all its influence to prevent such an arrangement being carried out, or, in fact, the granting of any further Government aid to railways, until the demands of the people of the Northwest for a reduction in the present burdensome freight rates have been given the consideration to which they are entitled."

When the election of officers was reached Mr. D. W. Bole nominated last year's vice-president, Mr. T. A. Anderson. Ex-Mayor Gilroy seconded the nomination.

Mr. Anderson declined nomination, giving his reasons in a neat speech.

Mr. Whitla and Mr. R. D. Richardson urged Mr. Anderson to accept, but that gentleman could not see his way clear to accept.

Under the circumstances Mr. A. Strang then nominated Mr. D. W. Bole for president. This was seconded by Mr. Whitla, and the nomination was made unanimous.

Mr. Mathewson then resigned the chair in favor of Mr. Bole. In taking charge of the meeting Mr. Bole returned his thanks for the honor, an honor he said altogether unexpected, but one which he thoroughly appreciated.

Mr. A. M. Nanton was unanimously chosen vice-president on motion of J. H. Brock, seconded by S. A. McGaw. Mr. Nanton returned his thanks briefly.

Mr. A. Strang was unanimously chosen treasurer on motion of R D. Richardson, seconded by G. F. Carruthers.

Mr. Mathewson, in nominating Mr. C. N. Bell as secretary, spoke in very high terms of that gentleman, and congratulated the board on having a secretary so efficient. Mr. Carruthers seconded the motion, which was carried amid applause.

In the selection of the council for the year it was resolved to give all trades and callings representation. A committee was appointed to select a representative council, this committee being composed of Messrs. Mathewson, Nanton, Strang, McKenzie and Anderson. Their report named the following gentlemen on the council, and was adopted :

Messrs. F. H. Mathewson, D. E. Sprague, R. H. Agur, John Galt, J. A. Mitchell, F. W. Thompson, J. H. Ashdown, T. A. Anderson, John Russell, A. C. Archibald, D. K. Elliott, E. L. Drewry, M. Bull, W. R. Baker, D. S. Johnson, J. Y. Griffin.

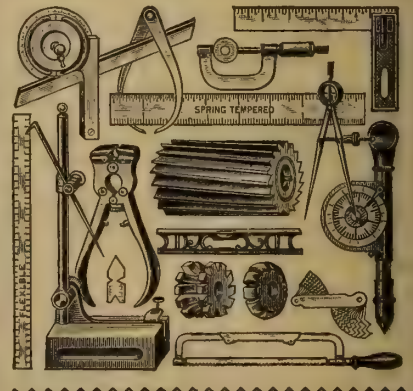
Mr. J. H. Brock moved, seconded by Mr. Whitla, the following resolution :

That, in the opinion of this board, the question of immigration is the most important one that engages the attention of the people and of the Governments of the province and the Dominion ; that we therefore desire to express the satisfaction we feel in learning that those in authority are preparing to take vigorous steps to promote the settlement of this country, and in this connection to again affirm the opinion of the board that the most important factor in the settlement of the country is the securing of low rates of transportation for the products of the country to the markets of the world, and that in the opinion of this board an immediate announcement of a reduction in the rate on grain from a central point in Manitoba, say Portage la Prairie, to Lake Superior points, from 17 cents per 100 pounds to a maximum of 12½ cents per 100 pounds, and proportionately from other points in Manitoba and the Northwest Territories, would do more to encourage the farmers and promote immigration to the country than the annual expenditure of the amount of such a sum as this reduction would give if expended in any other manner.

The resolution was adopted.

The statement of Treasurer Andrew Strang for the year ending Dec. 31st shows receipts of $2,163.87 and expenses of $1,460.23. The balance in the bank is now $703.64, with no liabilities.

STARRETT'S



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98 Page Catalogue Free.

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ATHOL, MASS., U.S.A.

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Manufactured by the

Hamilton Brass Mfg. Co.

HAMILTON, ONT.

Before buying a Cash Register, write to the Hamilton Brass Mfg. Co., and we will guarantee to save money for you in the price you pay for a Cash Register and in the handling of your business.

The Hamilton Cash Register is a duplicate of the National Cash Register, and is of the highest class. You can make no mistake in buying the Hamilton Cash Register, as the National Cash Register Co. will pay you in cash the full amount you pay for a Hamilton Cash Register. This they advertise to do, and give their agents instructions to carry it out, and in some cases the agent has offered $35 more for a Hamilton machine than what was paid for it. This should satisfy you that the Hamilton Cash Register, if not the best, is equal to the National in every respect.

We have a number of the National Cash Registers on hand, both new and second-hand, which we have taken out and replaced with the Hamilton Cash Register. We now have those machines for sale for about one-half the price which was paid the National Cash Register Co.

Write for catalogue and particulars of Cash Registers, Cash Carriers, and Store Fixtures of all kinds.

HAT AND COAT HOOKS

JAPANNED AND COPPERED

Wardrobe Hooks

JAPANNED AND BRASS

CEILING HOOKS

BRONZED

Closing out the above at special figures. Write for quotations. We will make prices interesting.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 FRONT ST. W. TORONTO.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 12, 1897.

HARDWARE.

THE hardware market has exhibited but little improvement during the past week, for although the volume of business has increased to a certain extent, the great bulk of the orders are for small quantities for immediate wants. There is no desire to order ahead either from stock here or in an import way. The most interesting news of the week has been the decline in plain wire, which is referred to elsewhere. All other lines continue as last noted.

BARBED WIRE—Business is dull, both for prompt shipment and forward delivery, and orders for spring shipment, which usually commence at this time, are almost nil. We quote as follows: $2.90 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. No guarantee against reduction in prices.

PLAIN WIRE—Prices have been reduced 5 per cent., as the discount off the list has been increased from 20 to 25 per cent. This applies to bright annealed, coppered, coppered spring, and galvanized. The terms of delivery are unchanged, viz., 4 months or 3 per cent., lots of less than 1,000 lbs. f. o. b. Montreal.

WIRE NAILS—Orders show very little increase, though some is reported. Discounts are: 80 and 2½ off f. o. b. Montreal, in this province, and 80 off in Ontario, with delivery of 10-keg lots where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—Business is quiet and the orders coming to hand are for small quantities. We quote the base price as before, at $2.30 f.o.b. Montreal; 10-keg lots delivered in Ontario where a 25c. freight rate rules.

HORSE NAILS—Very little change is to report in the volume of business. Discounts are 50 per cent.

HORSESHOES—Despite the cutting by a western house jobbers here have generally stuck to the regular list of prices. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS — Business continues moderate. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Demand continues quiet, with discounts 10 to 12½ per cent.

CARRIAGE BOLTS—Without feature at 60 per cent.

TIRE BOLTS—The same remarks apply to these, at 60 and 10 per cent. off the list.

IRON RIVETS — Trade of an ordinary character. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS, ETC. — The same, at 50 and 10 on copper and 65 and 5 on tinned.

WASHERS—Quiet, at 55 per cent. discount.

CORDAGE—The feeling is rather steadier this week and orders have been a little better, especially for sisal We quote: Sisal, 7 to 7½c. for 7-16 and upwards and manilla, 8¼ to 8¾c. for 7-16 and upwards, and 8¾ to 9¼c. for the smaller sizes.

SPADES AND SHOVELS—Quiet and unchanged.

AXES — A few small orders continue to move out at $5 to $9, as to grade.

CUTLERY—Without feature.

BUILDING PAPER—Continues dull, as last noted. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING — Quiet and unchanged, 40 to 65 per cent. as to grade.

CEMENT—Quiet and steady. We quote: English, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS—As last reported, at $17.50 to $22.50 per 1,000, as to brand.

WARE—Enamelled iron ware is opening out slow and the orders for sugar-making supplies, dairy tinware and fittings are hardly up to that of last season in volume as yet.

METALS.

The movement in heavy iron and metals at present is almost nil while the orders for forward shipment both in an import way and otherwise are very light. Values generally abroad rule firm, especially on tin, copper, lead, tin and Canada plates, but there is little change in spot quotations.

PIG IRON—There has been little doing in pig. Some odd lots of British pig have sold at $17.50, and No. 1 Hamilton at $18.25, which constituted the only trading of the week. We quote: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—Bar iron continues quiet, and though it is denied these indications are not wanting that buyers can secure concession if they really mean business. We quote $1.50 to $1.55.

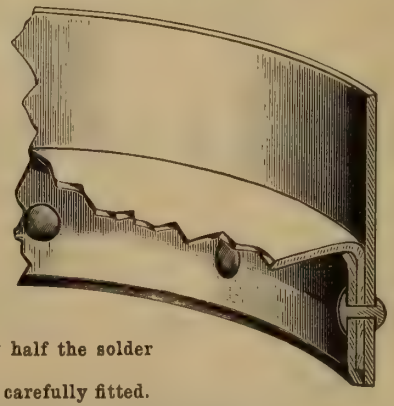
BAND IRON—No change is noted in band iron from $1.75, and demand is small.

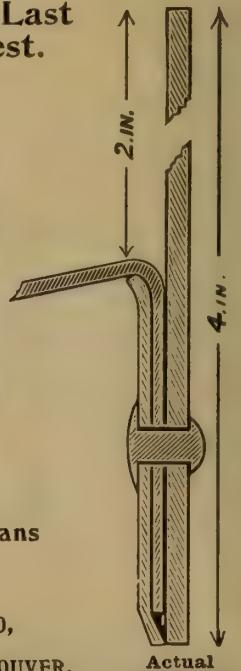
MILK CAN } TRIMMINGS That Last Longest.

For Durability

There is no equal to the

3-piece bottom.





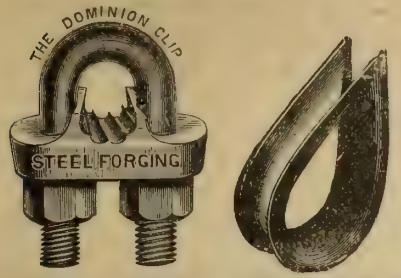
Actual Thickness.

No portions of the material are broken in bending.
The bottom cannot spring or break away from body.
Being firmer, they take only half the solder used on others.
All hoops are shouldered and carefully fitted.
All parts have bright tin edges that are easily soldered.

Full Stock of Tinned Sheets for Milk Cans and Cheese Vats always on hand.

The McClary Mfg. Co. LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

299 St. James Street and 10 Victoria Sq.

Send for 1896 Catalogue MONTREAL

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

R. H. WOLFF & CO., Limited

NEW YORK

Manufacturers of all fine grades of

Cold Rolled Steel

For Corset, Band Saws, Clock and Watch Springs, and all other purposes . . . .

Finest Qualities of **STEEL WIRES** All shapes tempered and untempered

DORKEN BROS. & CO.

Montreal, Agents

Also makers of Wolff American High Art Cycles

HOOP IRON—Values are steady on the basis of $2.25, but there is very little business doing.

SHEET STEEL—Prices range from $2.60 to $2.70, with demand extremely quiet.

SHEET IRON—A few small lots may have been moved, but generally enquiry is light. Nominally the basis is unchanged at $2.50.

GALVANIZED IRON — Jobbers complain that a lot of American material is being placed in the west at lower prices than they can afford to sell at. We quote $4.75 to $5.

TINNED IRON — No change to report. Quotations on gauges up to 20 are $5.50 per 100 lbs.

LEAD PIPE — Continues quiet and unchanged at 7 to 7½c., with 30 and 5 off.

PIG LEAD—Advices from abroad are firm on lead, but the spot price is the same at $3.25.

INGOT TIN — This metal is also firm abroad and sellers here have asked an advance in some cases, and we quote prices higher at 16 to 16½c.

INGOT COPPER—The firm feeling abroad, strange to say, has not affected spot prices, though values outside are steadily mounting up. We quote 12 to 13c.

SHEET COPPER—Prices are rather firmer at 17½ to 18c.

IRON PIPE — Continues quiet. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE — Cables from Great Britain report continued firmness in Canada plate with higher prices. The fact has little effect, however, in inducing any increase in import operations. Stocks on spot here are extremely light, and prices are firmly held at $2.50 to $2.65.

TIN PLATE—The market here is bare of stock, except material damaged in the recent fire, and no fresh supplies are possible. Values are very firm therefore: Coke, I.C., $3.10 to $3.35; coke wasters, $2.80 to $2.90; charcoal, I.C., Alloway, $3.35; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do, I.X., $4.50.

COIL CHAIN—Low offers on American coil chain are reported, which make it impossible to place any orders for English goods.

BOILER PLATE—Prices steady at $1.90 to $2.

TERNE PLATE—Dull. We quote: $5.85 to $6.25.

SOLDER—Some small lots are moving at 10½ to 11c.

SHEET ZINC—Quiet and unchanged at $5 to $5.25.

SPELTER—Quiet, at $4.50 to $4.70.

ANTIMONY—Dull at 10c.

SCRAP IRON—Only a few lots moving at

W. G. HARRIS

Wholesale Buyer

. . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Perfecto Varnish

Shines, Wears and Works Well

Perfecto Varnish

$13 to $14.50 for wrought and $10 to $12 for cast.

GLASS.

There is no change in this market. Business is fairly good in a jobbing way. We quote : First break, $1.35 to $1.40 ; second, $1.50 to $1.55 per 50 feet ; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

Business continues to improve slowly and is at present equal to recent years at this early part of the season. The firmness in chemicals induces continued inquiries for Paris green. Notwithstanding special quotations for mixed lots in the hands of second parties quoted prices are firmly held.

WHITE LEAD—Keeps very firm, and the English advance fully warrants it. We quote: Choice brands Government standard, $5 ; No. 1, $4.62½; No. 2, $4.25 ; dry white, $4.50.

RED LEAD—Fair demand and prices firm under light stocks. We quote as follows: 4c. in casks, and 4¼c. in kegs ; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Good spring demand ; first grade $1 and second ditto 90c.

PUTTY—In bulk $1.75, in bladder $1.90.

GUM SHELLAC—Steady at 28c.

PARIS GREEN—Selling for forward delivery only ; drums 15c., pounds 16c.

LINSEED OIL—Quoted easier in England, but no reduction is anticipated here in the near future. We quote : Raw, 46c. ; boiled, 49c. ; 5-barrel lots 1c. per gallon less.

TURPENTINE—Firmer, at 43c., with the prospect of further advance.

VARNISHES—A fair business is passing at current prices.

SEAL OIL — Without change. Ruling steady at the decline. Steam-refined, 48 to 50c. Straw seal, 40c.

CASTOR OIL—It would cost fully 8¾c. to import castor oil to-day. Spot prices are firm, therefore, at 9 to 9½c.

NAVAL STORES — Dull. We quote : Resins, $2.85 to $5, as to brand ; coal tar, $3 to $3.50 ; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There was no change in the market for heavy chemicals, which all rule firm. We quote as follows : Bleaching powder, $2 to $2.50 ; bicarb. soda, $2.25 to $2.35 ; sal. soda, 70 to 80c. ; carbolic acid, 1-lb. bottles, 25 to 30c. ; caustic soda, 60 per cent., $1.75 to $2 ; do. 70 per cent., $2 to $2.20 ; chlorate of potash, 17½ to 20c. ; alum, $1.40 to $1.50 ; copperas, 60 to 75c. ; sulphur flour, $1.75 to $2.25 ; do. roll, $1.75 to $2.25 ; sulphate of copper, $4.25 to $4.50 ; white sugar of lead, 7½ to 8¼c. ; bich. potash, 10 to 12c. ; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50.

HIDES.

Continue quiet and steady. We quote beef hides unchanged at 7, 6 and 5c. ; lambskins at 90c. and calfskins at 7c. for No. 1, and 5c. for No. 2.

PETROLEUM.

There has been a fair trade in petroleum. We quote : Canadian refined, in car lots, 15½c. ; smaller quantities, 16½c. ; American pure white, in car lots, 18c. ; water white, 20c., and Astral, 22c., less 2 per cent. In small lots pure white is quoted at 19c. ; water white at 20½c. and Astral at 22½c.

ASHES.

The ashes market continues quiet. We quote ; First pots, $3.35 to $3.40 ; seconds, $3.05 and pearls, $4.50.

COAL.

The coal market remains unaltered. We quote : Stove and chestnut, $6 ; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4 per ton of 2,000 lbs.

MONTREAL NOTES.

The Fox Cutlery Manufacturing Co., Montreal, has dissolved.

Caverhill, Learmont & Co. received two carloads of the Cavalier wheel this week from Milwaukee and Belvidere, Ill.

Sales agents here state that American coil chain promises to drive out English for some time to come. They can sell it much cheaper.

Cables quote linseed oil lower in England, but owing to the extremely high freight rates it is not apt to affect spot prices in the immediate future.

Jobbers complain that they cannot afford to sell English galvanized iron in Western Ontario except at a loss, owing to extremely low offers made by American sellers.

Mr. Burnes, of John Boyd & Co., Vancouver, B.C., passed through Montreal last week, and called on several in the trade. He is returning from an extended trip in Great Britain and on the Continent.

ONTARIO MARKETS.

TORONTO, Feb. 12, 1897.

HARDWARE.

THE feature of the week is a reduction in the price of ordinary fence wire, the discounts having been increased to 25 per cent. Churns are also lower by about 6 per cent. In other lines prices are much as they were before. Wire nails, if anything, are in little better demand, but with cut nails the opposite appears to be the rule. A slightly improved business is reported for bolts and rope. Taking it all round, however, the volume of trade is not as large as it was a week ago.

BARB WIRE, ETC.—A few orders are still being booked for forward shipment. We quote: In Ontario, barb wire, $2.75 ; plain twist, $2.75 per 100 lbs. ; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs. ; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per keg less than above figures. No guarantee against change in either price or tariff. Terms : 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots ; in Nova Scotia and New Brunswick, $2.85 in less than carload lots ; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—Oiled and annealed, annealed, plain galvanized and coppered wire have all been reduced in price, the discount having been changed from 20 to 25 per cent. off the list. A few ton lots have gone out during the week, but in general trade is quiet. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days ; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs. ; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—Trade is quiet and featureless. We quote: Tinners', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London ; no freight allowance.

WIRE NAILS—A few good shipments have been made during the week, but in general trade is only fair. The discounts in the Maritime Provinces have been increased to 80 and 10 per cent. Discounts, 80 per cent. Ontario with 10-keg lots, delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent. ; Maritime Provinces, 80 and 10 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f.o.b. factory ; Manitoba and the Territories, 75 and 5 per cent. ; Winnipeg, 75 and 5, delivered.

CUT NAILS — The quantity going out is rather less than a week ago. Base price, $2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The slight improvement noted last week has been maintained. Discount, 50 per cent.

HORSESHOES—Orders are, as a rule, small and business is not as good probably as it was a week ago. We quote : Iron, $3.35 ; steel — No. 0, 1, 2, $5.35 ; 3, 4, $4.60 ; assorted, $5.10 ; toe weight, $5.80 ; all f.o.b. Toronto or Hamilton ; f.o.b. London, $3.40.

SCREWS — Trade is moderate. Discounts are : Flat head bright, 80, 10 and 10 ; round head bright, 75, 10 and 10; flat

head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—The demand is light. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—A good demand has been experienced for these during the week. Discounts: Carriage bolts, 60 per cent.; tire bolts, 60 and 10 per cent.

RIVETS AND BURRS—Trade is moderate. We quote: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—Has been in a great deal better demand during the past week than for some time, and a number of good shipments have been made. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ⅜ in., 7¼c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ⅜ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Orders booked some time ago have been shipped during the past week, several carload lots having gone out altogether. The discounts have been increased and some change has been made in the terms. The discounts are now 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Trade is steady, but quantities wanted are not large. We quote: "Royal Canadian," with brass corners, at $29.50 and the "Lightning" at $30 per dozen, usual terms.

SPADES AND SHOVELS—The demand for the cheaper grades is slightly in excess of the supply at the moment. It will, however, only be a few days before this difficulty will be overcome. Discount, 45 per cent.

SNOW SHOVELS—Demand is fair. We quote $2.50 to $2.75.

AXES—Orders are still coming in for small quantities. Prices range from $5.25 to $9 per box.

BUILDING PAPER—Small lots are being regularly called for, but the volume of business is light. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—While there is very little doing, enquiries for prices are coming in freely. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

ENAMELLED WARE—Trade is not quite as brisk as it was, but there is still a nice trade doing nevertheless.

Corrugated Galvanized Iron

Any size Sheets up to 96 x 33 inches

ROOFING SIDING CEILING AND FENCING

NOW IN STOCK 22, 24 and 26 Gauges

QUALITY UNEQUALLED
PRICES RIGHT

See that you get the "OWL" Brand

METALLIC ROOFING CO., LTD., Manufacturers Cor. King and Dufferin Sts. **TORONTO**

TINWARE—A good many enquiries are being received for sap buckets, sap spiles, creamery can trimmings, etc.

CEMENT—Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

METALS.

A little better demand is reported for sheet steel, black iron, tin plates, terne plates, but in general the metal trade is quiet.

PIG IRON—The pig iron market is not in an altogether satisfactory condition, although advices from the United States report a little better feeling in regard to the price of Bessemer pig. Locally there is no feature to report. Domestic is nominally quoted at $16.50 for No. 2.

BAR IRON—Continues dull. The base price, f.o.b. factory, is $1.40 to $1.45, and from stock $1.55 to $1.60 is the idea.

HOOP AND BAND IRON—Trade is fair and prices unchanged at $2.25 per 100 lbs.

SHEET STEEL—A decided improvement has developed in trade during the past week, particularly in the No. 1 quality. We quote as follows: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—This also shows an improvement. We quote as follows: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—Shipments from stock are still small, but import orders are being booked daily. We quote: Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

TINNED IRON—The improvement noted last week continues, but the larger quantities booked for delivery a little later are not yet being called for. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Quiet and unchanged. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Quiet. Discount, 60 and 5 per cent.

PIG LEAD—No large lots have changed hands, but prices are firm. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER—Quiet and unchanged. We quote 12¼ to 12½c. per lb.

INGOT TIN—Quantities moving are light. We quote 16c. for quantities and 16½c. for small lots.

SHEATHING COPPER—Trade has been slightly better in ordinary sheathing as well as braziers'. A number of enquiries have also been received for roofing copper. We quote from 15½ to 25c., according to size and quality.

IRON PIPE—Quantities called for are small, but orders are numerous. We quote: ¼-inch, 60 and 2½ per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ to 50 per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Quiet. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Dull and unchanged. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—A marked improvement has taken place in the demand. The greater portion of the sales have been for the better quality of charcoal. Prices quoted are being, it is said, firmly adhered to. We quote: Cokes, $3.15 for 14 x 20 and $6.25 for 20 x 28; charcoal plates, $3.50 basis for good brands.

COIL CHAIN—Quiet and unchanged. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES—Quite a few shipments of small lots have been made during the week. We quote: I C, $6; I X, $8.

SHEET ZINC— Trade is inclined to be quiet. We quote: Cask lots, 5¾c.; small lots, 5½c.

ZINC SPELTER—Still quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Is going out freely at unchanged prices. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

As far as shipments from stock are concerned trade in window glass is slow, but import orders are coming in fairly well for quantities ranging from 30 to 200 case lots. We quote: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond than at the latter points.

PAINTS AND OILS.

It is conceded on all sides that the paint and oil trade locally is not up to that of last year, as far as volume is concerned, when several large buildings were being rebuilt to replace those destroyed by fire. Travelers from outside points are, however, sending in some fairly good assorted orders. Although the demand for paris green continues light, a good deal of strength in regard to prices is noticeable. Whiting will be fully 5 per cent. higher than last year, chiefly on account of the higher freights. The supply of dry colors, resin and gums, is not any too large, and prices in these lines are firm. Liquid paints continue quiet. Bicycle enamels are beginning to be enquired for. Painters' sundries, such as chamois skins, sponges, and artists' materials, are quiet. Turpentine has been advanced 1c. per gallon.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; 10 to 20 barrels, 45½c. Boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c., 10 to 20 barrels, 48½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE — We quote as follows: 1 to 4 barrels, 44c.; 5 to 9 barrels, 43c.; 10 to 15 barrels, 42c.: freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

MOST PROFIT
Is made in the long run on goods that give to customers best SATISFACTION.
NICHOLSON FILES
ARE THE
Best Sellers

Because they have had a Universal Reputation for 30 years of being the STANDARD of AMERICA, and they are well known to be
UNIFORMLY RELIABLE.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A
LARGEST PRODUCERS IN THE WORLD.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.65 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $1.95; 25-lb. tins, 4 in case, $2.10; 12½-lb. tins, 8 in case, $2.35.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

MARKET NOTES.

The discount on ordinary fence wire has been increased to 25 per cent.

Turpentine has been advanced 1c. per gallon, owing to higher prices in the South.

Churns have been reduced in price, the discount now being 60, 10 and 10 per cent.

A meeting of the Executive Committee of the Ontario Hardware Association will be held in Palmerston on the 16th inst. The chief object of the meeting is to try and devise ways and means of putting a stop to cutting prices.

The Canada Paint Co. is in receipt of a number of flattering testimonials from the Wagner Palace Car Co., New York, and the Michigan Central Railway Co. in regard to the graphite paints for bridges and cars which this company manufactures.

UNITED STATES MARKET.

NEW YORK, Feb. 12, 1897.

PIG TIN — In the absence of enlivening influences or other incentive to ventures in contracts the speculative branch of the market is inanimate. As a matter of fact hardly anything more than mere passing attention is displayed except by a very few traders who are at nearly all times on the alert for quick turns or opportunities to "scalp" fractions. All told, the sales to consumers and interior trade doubtless make a very good showing, but competition is still keen, and the financial result is not particularly enviable in all cases. The business effected was mostly at prices on the basis of about 13.50c. cash and 13.55c. f.o.b. for five-ton lots, spot delivery. Sulphate of copper is quoted at about 4c. here in round lots.

COPPER—Home trade buyers do not appear to be purchasing anywise freely at the moment, and export operations are conducted so quietly that they arouse no unusual attention. There is reason to believe that buying from European account is of considerable amount from time to time, and the best evidence is found that the combined deliveries to foreign and home buyers are very heavy. Hence prices remain very firm all along the line, with 12c. quoted for Lake Superior ingot, 11¾c. for electrolytic and 11½ to 11⅝c. for casting stock.

PIG LEAD—The strong tone that has characterized the market for some little time past remains unbroken. There is probably not as liberal or as diversified buying at present as there was last week, but considerable metal continues to be absorbed, and smelters are more reserved in their offerings than they were when prices ruled 10 to 15c. per 100 lbs. below the present level. London cables quoted £11 15s. for soft Spanish.

SPELTER—Sellers remain firm on prices, quoted about 4.05 to 4.15c. for standard Western brands, since cost at the primary points still shows some tendency towards a higher level. Dealings are still on a moderate scale, however, and the demand is rather slow as well, with larger lots than a carload or two infrequently involved. London cable was £17 17s. 6d. for good merchant brands.

ANTIMONY—The market remains steady, but rather quiet. Regulus quoted at 7¼ to 7½c. for Cookson's, 6¾ to 7c. for Hallett's and 9½ to 6⅝c. for Japanese.

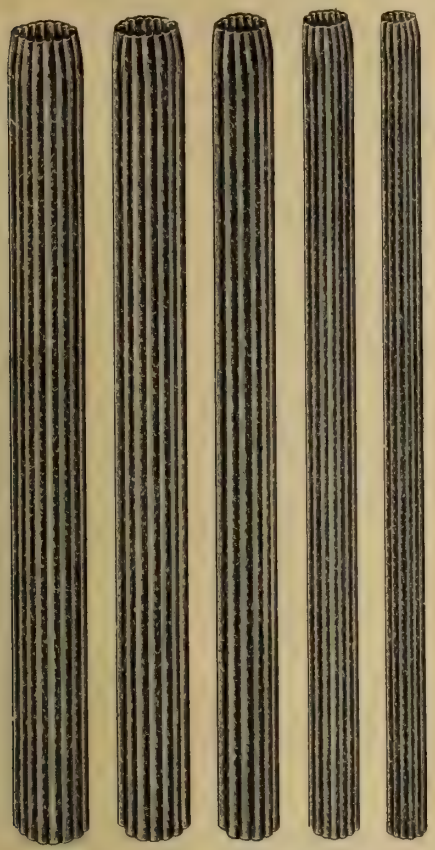
TIN PLATE—There is hardly any business in this quarter outside of contracts for fair quantities of American cokes and ternes at prices closely in line with those quoted below. The only movement in foreign outside of purchases by canners of export goods is of retail nature, standard foreign plates being too high in price to compete with domestic.

IRON AND STEEL—The feature of interest in this market was the dissolution of the Steel Rail Association and a consequent sharp decline in prices of rails. Nearly, if not quite, 100,000 tons heavy sections, it was reported, were booked at prices on the basis of $20 to $21 f.o.b. mill, and considerable business was effected in light section rails, also, at $22 to $23 f.o.b. mill.

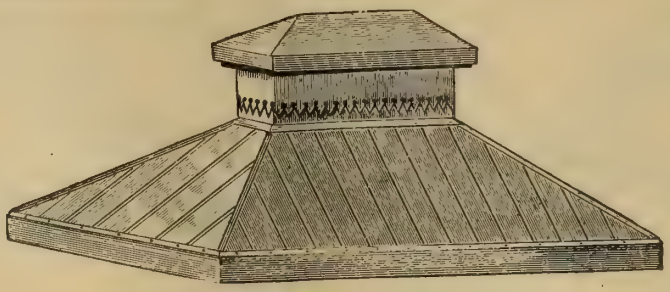
Pig iron is selling fairly, but in routine sort of way, and not freely enough to bring about any change for the better in prices.

Old material of all descriptions is rather weak at the prices quoted below and selling slowly. About 2,000 tons steel rails were reported placed at $11 delivered to Pennsylvania mill.

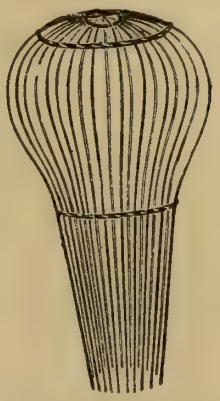
EVERYTHING pertaining to the SHEET METAL TRADE is manufactured by us.



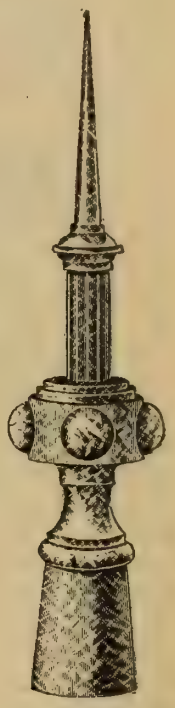
Corrugated Conductor Pipes.
8-foot lengths.
Sizes 1, 2, 3, 4, 5 and 6-inch.
Cheap as a common round pipe.



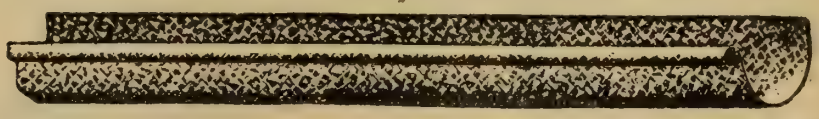
Skylights of all Descriptions.
Made any size desired, at right prices.



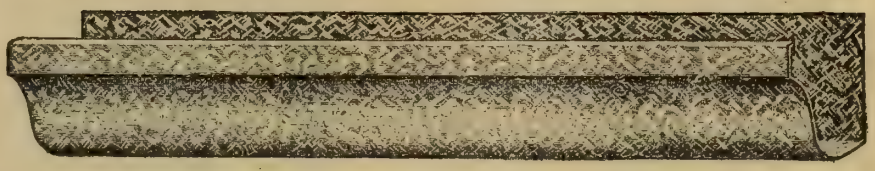
Strainers. All sizes.



Finials.



Half Round Eavetrough. All sizes—8-foot length.



Ogee Eavetroughing. All sizes—8-foot length.

Hinged Corrugated Hooks.

Neverslip Hooks.

Galvanized or Copper Cornices. Any design at proper prices.

J. H. Ashdown, Esq.
Winnipeg

Agent for Manitoba and N.W.T.

The Pedlar Metal Roofing Co.

LIVE REPRESENTATIVES WANTED.

Head Office and Works, OSHAWA, ONT.

THE M'CLARY BENEFIT SOCIETY.

THE annual concert of the benefit society in connection with the McClary Manufacturing Co., London, was highly successful. The Grand Opera House, in which it was held, was crowded to the doors. So tightly was the house packed that by eight o'clock many of those who held tickets for reserved seats could not squeeze themselves through the crowd to their seats. In the audience were seated Mr. John McClary, the veteran head of the firm, and Mr. W. A. Gunn, both smiling with delight, while Col. Gartshore, the president of the benefit society, hustled around behind the scenes and kept the machinery of the entertainment running smoothly. The programme was a long and varied one.

The McClary Benefit Society is a mutual organization to which employes of the McClary Co. only can belong. Members pay in so much a year, and in times of sickness draw a benefit fund from the society. But necessarily the receipts are somewhat limited, and so concerts are held every year to help swell the funds. Over $125 was realized for the society by the concert.

The benefit society held its annual meeting Saturday, when the following officers for 1897 were elected: President, Col. Gartshore; vice-president, John Barned; secretary-treasurer, J. Kenneally. Committee of Management: T. Walton, E. Rose, A. Ralph, J. Pirie, F. Pohs, J. Nicholson, C. Donovan, F. Ralph, J. Bailey, H. Woodman, A. Anderson; physician, Dr. Macklin. Reports showed receipts of $1,843.95 and expenditure of $1,373, including sick benefits amounting to $935.80.

A. RAMSAY & SON'S WORKS.

The attention of the trade is especially drawn to the advertisement on page 27 of A. Ramsay & Son, Montreal. In it are shown excellent views of their factory at Inspector and St. Paul streets, and their warehouses on Recollet street. In view of the continued expansion of their business in 1897, they have decided to move their paint and glass manufacture to their Inspector street premises, in order to be in closer proximity to their varnish factory on William street and their warehouses on Recollet street. In addition to this A. Ramsay & Son have made arrangements under which they will have the use of a portion of the works of the Canada Paint Co., for the handling of heavy goods as may be required, especially during the busy season.

LOST: A DIAMOND.

During the excitement attendant upon dismantling and packing, at the close of the Chicago Cycle Show, one of the staff connected with Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass., discovered that someone, expert in the art of robbery, had very skilfully detached and captured one of the diamonds from the handle-bars of the $10,000 "Iver Johnson" wheel, which made such a hit at the above-named exhibition. A suitable reward will be given for its return.

After much inquiry, and at great expense, they have succeeded in obtaining a substitute, equal in brilliancy, for the New York Show, and the wheel is attracting the attention of thousands.

TIN PLATES VERY FIRM.

THE market is very bare of tin plate in Montreal at the moment, the recent fire in Crathern & Caverhill's warehouse having reduced stocks to very small dimensions. Indeed, some holders believe that there is not enough to go around, and as no fresh supplies can be laid down from Wales until April, owing to the high freight rates, they are disposed to ask full prices. There is, of course, the damaged stock to be offered as soon as the insurance people are through with their arbitration, but it is not believed that these goods will affect the price on the undamaged article to any extent. At any rate, one holder of tin plate considers his stock good enough property to refuse to part with the whole of it for $2.90 to $3. The same remarks apply to Canada plates, and a bid of $2.35, which was made to one holder for his entire lot this week, was refused. He wanted the goods for his own trade.

CULL HORSE NAILS.

Editor HARDWARE AND METAL:—In reference to the subject of cull horse nails, which your correspondents "B. and S." make further reference to in your issue of 6th inst., we beg to say that this company has not made any sales of cull horse nails in Canada to any person or persons since May, 1895, directly or indirectly, on any terms or conditions.

We trust that this statement is satisfactory and emphatic enough to satisfy your correspondent and the trade generally.

Yours truly,

CANADA HORSE NAIL CO.,
JAMES FERRIER.

THE WHEEL FOR LUNATICS.

The superintendent of a great asylum for the insane recently published a paper on the value of the bicycle as a means of exercise for relieving mental strain. What he says may be reduced to this: "Put a lunatic on a bicycle, and a lucid interval is apt to follow suddenly." The doctor believes that the bicycle will become a permanent feature in every insane asylum.

Mr. H. W. Aird, of the Canada Paint Co., Montreal, left for Winnipeg, Manitoba, and the Northwest this week. He will be away for about two weeks.

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

ESTABLISHED 1839

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

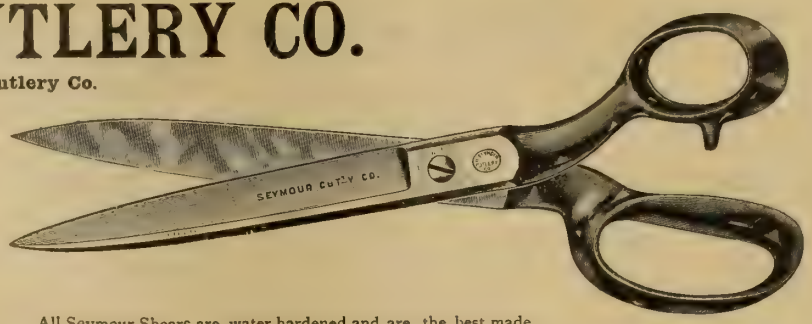
Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears



All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

HAMILTON HARDWARE CO., Ltd.

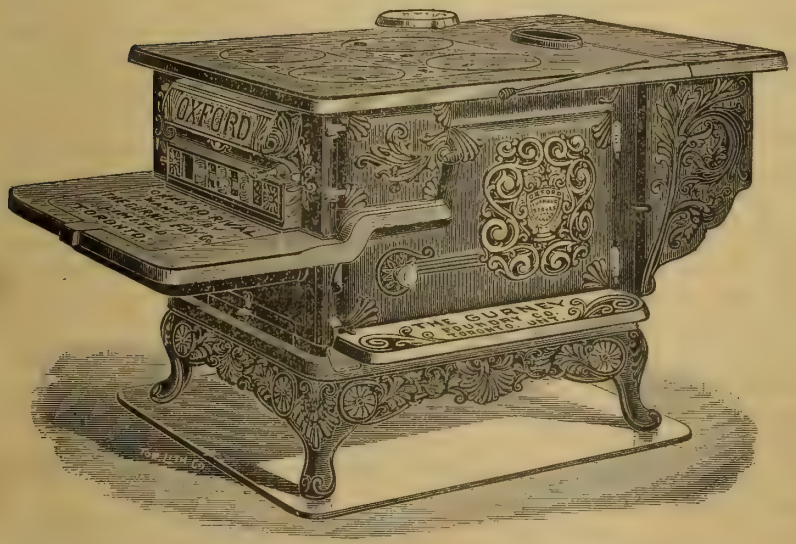
HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads, Plumbago and Crucibles.

Popular Everywhere

OUR OXFORD RIVAL



Is the Best Wood Cook ever produced . . . .

It gives unbounded satisfaction, being well known and valued all over the country.

Made in 3 sizes, with or without reservoir. With a larger oven and firebox than any other stove of its class.

The largest size has an oven 26 x 27 x 14½, with a 29-in. firebox and feed door, which takes extra large wood.

Write us for Details. The price is specially reasonable

The Gurney Foundry Co., Ltd. - Toronto

THE GURNEY-MASSEY CO. LTD., - MONTREAL.

THE CANADA PLUMBER AND STEAM-FITTER

A JOINT meeting of representatives of the manufacturers and jobbers of plumbing supplies, on the one hand, and representatives of the Master Plumbers' Association on the other, was held on Tuesday last. The object was to consider the proposed agreement regarding the selling of supplies to those outside the plumbing trade. The agreement was ultimately signed, and hereafter consumers who have been getting their plumbing supplies through the manufacturer or jobber will be compelled to secure them through the master plumber. All the leading manufacturers and jobbers in the country have now signed the agreement, those in Toronto having been the last to fall into line. There are some forty signitures in all to the agreement.

W. J. Burroughes & Co. have completed their contract for putting in a new heating plant in the Macdonald Manufacturing Co.'s factory in King street east, Toronto, and steam was turned on Thursday for the first time.

PLUMBING TRADE IN QUEBEC.

Mr. W. H. Wiggs, of the Mechanics' Supply Co., Quebec, called on HARDWARE AND METAL at its Montreal office this week. Mr. Wiggs reports that business in plumbing supplies last year in Quebec was up to the average, and that indications point to a good, fair trade for the coming year.

PLUMBING NOTES.

Tavistock's building operations last year aggregated $35,080.

J. E. Madden has opened a plumbing business in Ste. Cunegonde, Que.

The Craig street premises of John Burns & Co., plumbers, Montreal, have been damaged by fire.

The immovable assets of Drapeau, Savignac & Co., plumbers, Montreal, are to be sold March 1 by auction.

Mr. John Guest, who formerly conducted a plumbing business in Queen street east, Toronto, died in New York a few days ago. The remains were interred in Toronto.

ARRANGEMENT OF MAINS IN HOT WATER HEATING APPARATUS.*

By W. M. Mackay.

Considerable interest is manifested in the proper placing of the hot water heating system, judging from the many and varied questions on this subject which have been handed in to the society by the members from year to year for dircussion, and as the success of a hot water heating apparatus is largely dependent on and effected by the arrangement, size and grade of the flow and return mains and their connections, I will endeavor to present such information as to results as I have gathered on this subject, being my own experience in planning and placing this system in different classes of buildings, my observations of the results obtained by others, and such descriptions of earlier systems as I have been able to obtain. While much has been said and done to popularize and increase the use of this system during the past 20 years in this country, Canada and Europe, the origin of the system seems shrouded in doubt, and dates further back than the earliest writers on the subject have been able to determine, many of the so-called improved applications of the system which have been presented during the past few years as new discoveries in the art having been found to be but a revival of older ideas, and an accurate description of apparatus which actually ex isted, in some cases, years before the modern inventors and patentees were born, and being what some of our present writers would term obsolete or antiquated.

We have no means of knowing how well or how poorly these earlier systems operated or what advantages or defects they possessed, except by considering the results obtained in similar applications in modern systems, although all hot water apparatus described by earlier writers seem to have accomplished the desired results and are said to have been satisfactory. From a careful examination of the various published descriptions and cuts there would seem to be no real reason why they should not have given good results, apart from the fact that in those days they did not have the variety of sizes of pipe nor the assortment of regular and special fittings that can now be obtained, and yet with these difficulties to contend with in many of the earlier apparatus, engineers actually attempted, and seem to have accomplished under adverse circumstances, more than some modern engineers would be willing to attempt to-day.

T. Bramah in 1836 described an apparatus which he placed in 1829, which contained the features of the overhead system as advocated to-day, and which is also a good description of modern greenhouse heating practice; he also published a description of the heating of a hospital building in which he gives a clear description of the present method of installing an indirect hot water apparatus, in addition to which he also heated the water for domestic uses from the same apparatus, and seems to have originated the practice, which is still followed by some engineers, of casing in the heater, circulating air over it, and passing it up through registers for heating above. He also described what would to-day be considered a modern direct radiating apparatus; in this system he feeds the radiators at the top, the return being at the opposite end at the bottom, connecting the expansion tank to the upper end of the flow and return mains, doing away with the use of air valves.

Charles Hood in 1837 published a general description of hot water heating methods at and previous to that time, and while his treatise does not illustrate or describe actual installations the methods he describes are largely followed in practice to-day. C. J. Richardson, a British architect, published a treatise on warming and ventilation in 1837, and while this work is largely a description of the Perkins high pressure hot water system as applied in different ways to different classes of buildings at and before that time, the general arrangement of the mains, apart from the sizes (which are smaller than would be used to-day), clearly describes the different arrangements of mains that are now employed in this system, the continuous circulation, the rising main, the overhead falling main for supplying indirect stacks, and the overhead system, the rising main being carried to a point below the radiation on the upper floor, the radiation on the different floors below being supplied from downward branches with a pass by. He also describes and illustrates a half-turn cylinder valve similar to the present constructions, except that it was also arranged as a three, four, five and six way valve for controlling or diverting a number of circulations.

The arrangement of mains which is most largely used in an ordinary installation of hot water heating apparatus at the present time is a number of flow mains rising from the source of supply to the furthest point to be reached, with a corresponding number of returns of the same size on the same grade falling back to the heater. Some engineers contend that this is wrong, and that the radiation would be better and more uni-

*Read at the third annual meeting of the American Society of Heating and Ventilating Engineers, New York, January 26-28, 1897.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

formly supplied with a single flow and return main in the same way, but this statement should always be qualified and the existing conditions considered before it is made, for even a novice will admit that if the heater is placed at a central point to supply radiation in four different directions, and this system of mains be employed, it would be better supplied by four separate flow and return mains from the heater than by a single main, and, while it is true that when the radiation is located in one direction from the heater it is often possible and practicable to supply it with a single main, there is a limit in size or diameter beyond which it is not safe or wise to go, and, after reaching this limit, it is an advantage to use two or more mains rather than to increase the size of a single main. While larger mains have been used and recommended, I have always found it best to place the limit at from 8 to 10 inches diameter, depending on the conditions, my objection to a larger main being the large body of water it contains, the difference in temperature between the top and bottom of the main causing unequal expansion, and the possibility of an internal circulation interfering with the general or desired circulation.

I have in mind a large building which was heated by hot water some years ago; in one section of it, about 60 x 40 feet, the main was carried from the heaters to the outside wall and continuously around it back to within 20 feet of the heaters, making this single main about 180 feet long. The circulation in this main has never been uniform, and with a low temperature of water the far end of it for about 80 or 90 feet is almost cold, whereas if two mains of a smaller size had been used each of them would have been 90 feet long, and they would have given an apparently uniform circulation. While it is claimed that it is impossible to hold cold water above hot water in a hot water system, it is possible in this case and in any case where, on account of a large main and a free circulation through the radiators and risers near the heater, the water is allowed to enter the return main near the heater at, say, 5 to 10 degrees lower than the temperature of the flow main; the natural tendency of this heated water in the return main is to travel toward the upper end of the main instead of returning to the heater, and under these conditions, as soon as a sufficient number of radiators and connections are circulated to relieve the heater at the temperature at which it may be operated, the two columns of water at about the same temperature traveling, or attempting to travel, in the same direction, hold the balance of the system in check and keep it cold. As it is often necessary to arrange mains in this way, and sometimes impossible to arrange them in any other way, it is very desirable that there should be a remedy for this trouble, and I have found that the best and surest preventive was to take the connection for the near radiator, or for all the radiators and connections, from the side instead of from the top of the flow and return mains, thus retarding the flow through the near connections, assisting the flow to the extreme end, and making a uniform circulation through the entire main and system.

I designed an apparatus in this way some time ago where the main was over 300 feet long, and with the water at the heater at 130 degrees F., the temperature of the water at the extreme end was 120 degrees, while with a higher temperature of water at the heater the difference was less, until at 180 degrees the difference was only 5 degrees. I mention this to show that with a proper arrangement of branch connections and a suitable size of main it is possible to circulate water through a continuously rising horizontal main for long distances at a comparatively uniform temperature.

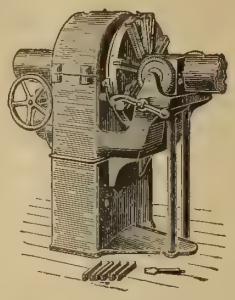
Where this system of mains is used, and it is found desirable or necessary to supply indirect radiation or to locate radiation in the basement, I have found it to be an advantage to use a separate main, either arranged with a siphon extending to the ceiling of the first floor or by increasing it it in area, doing away with the siphon and dropping from a high point above the heater to the radiation and returning at or below the floor line, in either case carrying an air pipe from the highest point to the expansion pipe or expansion tank.

Some engineers have recommended a continuous ciculating main rising to the highest point immediately above the heater and falling around the basement, usually near the outside walls, and connecting with the return opening of the heater, the branch flow connections being taken into the side of the same main, this arrangement possibly being suggested by the continuous circulation in a one-pipe steam system, which it resembles. The objection to this system in hot water heating is that while in steam above atmospheric pressure there is uniform distribution and temperature, in a hot water system, the circulation being dependent on a loss of temperature which in actual practice varies from 10 to 40 degrees and which is usually over 20 degrees, radiation figured at a uniform ratio for cubical contents, wall and glass exposure will heat to different temperatures at different points in the main making it necessary to plan the arrangement of the main before proportioning the radiating surface, any change in the main affecting the temperature of the surface. I have used this arrangement of flow main where the system was about half direct and half indirect radiation, taking all the branches from the side of the main, falling to the indirect stacks and rising to the radiators, but using a separate return at the ceiling for the direct radiation and a return at or below the floor line from the indirect radiation; this arrangement prevents the the cooling of the flow main and permits a uniform circulation and temperature at all points.

The overhead system, where practicable or permissible, has some advantages, doing away with separate return risers and permitting the use of a smaller area of main for a given amount of radiation, and while the temperature of the water on the lower floors with this system is lower than on those above, radiation can be figured uniformly on any floor with a certainty of a uniform temperature and a positive knowledge as to results.

The usual practice in placing this system has been to carry the horizontal distributing mains at or below the ceiling of the upper floor, falling to all the radiation and rising to the expansion tank; but I have found that this arrangement, on account of the limited height above the main for placing the tank, made it possible to throw sufficient water out of the main, lose it by evaporation or pass it off in steam, so as to stop the entire circulation, and while an automatic supply would prevent this, it is not always possible to obtain pressure at this height, and so I have found it to be an advantage to place the horizontal mains on the ceiling below the highest floor on which radia-

Armstrong Pipe Threading



AND **CUTTING-OFF MACHINES**

(Hand or Power).

Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St. Bridgeport, Conn.

Steel Enamelled Ware

CRESCENT
VICTORIA
ROYAL AND
WHITE

4 DIFFERENT COLORS. ABSOLUTELY PURE. QUALITY UNSURPASSED.

Our Enamelled Ware is free from any poisonous substance. Will not chip or burn. Our latest production is nicely mottled and finished, and is the most durable Ware on the market. . . . .

Send for 1897 Catalogue

The Thos. Davidson Mfg. Co. Ltd. - Montreal

tion is desired, either carrying separate returns from the upper floor radiation or, when there was not a great amount of it, returning it into the side of the horizontal main. This arrangement gives ample room above the mains and radiators for placing the tank, and insures the system or at least the mains being free from air, full of water, and in operation at all times when fired.

I have found the proper average proportion of area in mains for the ordinary rising main system to be 1 square inch in area for each 100 square feet of radiation and for the overhead system, 25 per cent. less, increasing the area in either case in long runs to overcome friction and to insure a uniform circulation.

THE STEARNS.

IN general lines and detail the '97 Stearns is very taking, and in it are to be noted some marked improvements over last season's, the most important of which are as follows : Flush connections, entirely new and original pattern, unlike those used in any other bicycle, giving a finished appearance, handsome and workmanlike. The crank hanger is made solid. The ball cups are much heavier than heretofore. The crank hanger ball cups screw into the hanger and are held by a binder bolt underneath. The crank axles and cones are in one piece. The entire construction of the crank hanger bearings is such as to insure solidity and strength. The flat crank has been retained, but the edges are slightly rounded to avoid any possibility of cutting the sole of the shoe should it come in contact with the edge of the crank. The cotter pin form of fastening has been entirely done away with, the cranks being split at the butt and held in place on the triangular ends of the crank shaft by a bolt and nut. The crank shaft and left-hand crank can be removed from the hanger as in one piece, affording all the advantages of the two-piece crank shaft and cranks. The front sprocket is detachable and is held in place on the crank shaft by arms extending outward from the butt of the right hand crank, and bolted to the spokes with the sprocket wheel. Bearing cases are fitted with ball retainers.

The upper head bearing has been materially changed, and will be found eminently satisfactory. The top of the fork sides, where they fit in the fork crown, are provided with an oval silver cap, on which is engraved the word "Stearns." The regular equipment of all wheels for gears up to and including 84 inches, will be a detachable 8-tooth rear sprocket. Where gears higher than 84 are required, a 7-tooth detachable rear sprocket will be provided. Nine varieties of handle-bar, in either wood or steel, are offered. Tread of the Racer and Special will be 4 inches ; on all other models 4¾ inches. Pedals will be of the same type as last year, improved in details, without the oiling device in the end of the shaft. All models are artistically hand-striped.

"MADE IN CANADA."

THE Hamilton Brass Mfg. Co., of Hamilton, Ont., are now making a full line of the latest improved cash registers. These registers are made on the best and tried principles used in cash registers made in the United States, and all the parts are identically the same as the latest patterns of National cash registers. The cases are beautifully finished in brass and nickel plate, and handsomely designed. The mechanical parts of the machine are made of the finest and hardest metals, thus ensuring durability and accurate operation.

The machines are made in a variety of sizes with special attachments, such as detail adding, total adding and check printing devices, suitable for grocers, dry goods merchants, hardware, general stores, hotels, confectioners, in fact all merchants who do a cash or credit business.

It is hardly necessary to say anything as to the value of cash registers, as they are recognized as one of the essential fixtures of every retail merchant's business who is up to date.

The Hamilton Brass Mfg. Co. have sold during the last few months nearly 300 machines.

We make a specialty of . . .

• High-Grade • **Bar Iron**

REFINED and NORWAY

THE

Guelph Norway Iron & Steel Co., Ltd.

Rolling Mills, **GUELPH**

THE VALUE OF CREDIT.

IS there anything under the sun, says a writer in Dry Goods Chronicle, that will fill the place of credit? I believe not. If there is I have never met with it. Cash is the only available substitute, and even that fails in many instances.

There are firms in New York that will refuse to open account for cash with a man who has no credit; they will have no business transactions with anyone who has not a current credit rating in this market. Yet those same firms will not hesitate to open an account with a man whom they find relatively well rated.

I have experienced that singular thing, a wholesale firm that refused to sell goods for cash to a merchant who had no credit rating. Reference showed that he always paid cash and neither sought nor received credit. The firm in question refused to sell him; they had no assurance of his soundness, no other testimony of his disposition to play fair other than that he paid as he went, so they positively refused to do business with him. He asked no accommodation at their hands; he wanted goods and would pay on the spot, yet they positively refused to place his name upon their books in any capacity whatever.

This only goes to show that "no record" is a bad record. The man who is not rated good is bad. Some men will persist in judging every man a rogue until he is proven honest.

Be careful of your credit; you can have no more precious possession than a good name, nor more valuable capital than a credit rating. The practice of having your check received by your creditor the day it is due, instead of sending it on that day, is a trifling thing, yet it will not go unnoticed. Trifles like this supplement your rating in dollars and cents, and help to stiffen it. Make no promises you cannot keep, and whether prompt or slow, be as good as your word.

STUDYING BRITISH METHODS.

"There are now in England," says The British Trade Journal, "a number of Japanese experts appointed by their Government to study the iron and steel making processes and plant of the leading European and American works. Having visited the largest works in Scotland and the north of Englhnd, they proceeded to Sheffield, where they inspected those of Charles Cammell & Co., Ltd., and Thomas Firth & Sons, Ltd. They will leave shortly for the Continent, to examine the principal iron and steel centres of France, Belgium and Germany, and probably of Austria and Sweden, returning to this country to visit South Wales prior to their departure for Japan via the United States. At the end of their tour they are to decide upon the processes and plant best adapted for the production of steel and iron from Japanese coal and ore, the Japanese Government having voted £500,000 for the establishment of works for this purpose near Shimonoseki. The building of these is to begin next autumn, and they will when finished have an output of 100,000 tons a year."

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

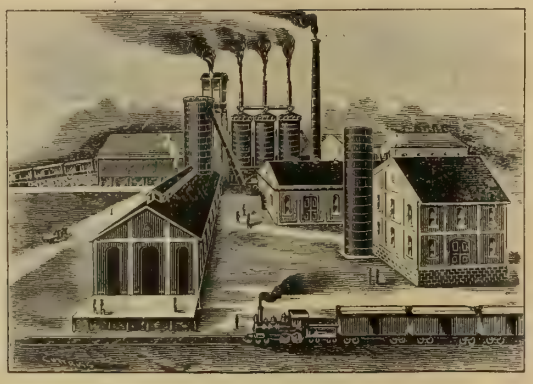
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



The Hamilton Blast Furnace Co., Ltd.

HAMILTON Canada.

Manufacturers of

HIGH GRADE

Of....

PIG IRON.

Brushes That Last

Our 127 page Illustrated Catalogue B will be useful. It's yours for the asking. Brooms, Brushes, Woodenware.

Good bristles go with good brushes. The bristles don't come out of good brushes easily. We have made good brushes for over forty years.

We import the raw materials direct. They don't go through a dozen or more hands before we get them. We stamp our name on every brush that leaves the factory. This guarantees it. We box the brushes to keep dirt, dust and moths out.

And withal there is an excellent profit in handling them. They are quick sellers—and sure—and certain ones.

CHAS. BOECKH & SONS, Mfrs.

Montreal Branch: 301 St. Paul St.

80 York St., Toronto.

Buy from your nearest jobber.

The Only Reliable Cold Water Kalsomine on the market is

JELLSTONE

Adapted to Painters' use, and sold at a low price in barrels and half-barrels.

Distributing Agents

SANDERSON PEARCY & CO., TORONTO, ONT.
WM. HILL, MONTREAL, P.Q.
W. H. THORNE & CO., Ltd., ST. JOHN, N.B.
G. F. STEPHENS & CO., WINNIPEG, MAN.

The Alabastine Company, Limited

SOLE MANUFACTURERS PARIS, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. W. MULLEN, general merchant, Hudson, Que., is offering to compromise at 50c. on the dollar cash.

D. R. Reed, tinware, Elgin, has assigned to R. G. Murphy.

W. S. Hollingsworth, stoves and tinware, Picton, has assigned.

Robert Graham, foundry, Ottawa, has assigned to P. Larmonth.

W. J. Melrose, general merchant, Georgeville, Quebec, has assigned.

John Gaffney, general merchant, Summerside, P.E.I., has assigned.

G. E. Flood, tinware, Easton's Corners, has assigned to E. H. Tallman.

S. Beaudoin, general merchant, St. Isadore la Prairie, Que., has assigned.

Flynn & Smith, general merchants, Port Hood, N.S., are asking an extension.

The Huyck Mercantile Co., Colborne, is offering to compromise at 55c. on the dollar.

A. Deschamps, jr., hardware merchant, has had a demand of assignment made upon him.

H. F. Stewart & Co., general merchants, Mount Stewart, P.E.I., are offering to compromise.

Hercules Fauteux, hardware and sash and door manufacturer, Ste. Cunegonde, has assigned.

Geo. Barrington & Son, trunk manufacturers, Montreal, have filed consent of assignment.

S. Beaudoin, general merchant, St. Philippe la Prairie, is offering to compromise at 40c. on the dollar.

The offer of 25c. on the dollar made by O'Meara & Howe, general merchants, Pembroke, has been refused.

H. & S. Desmarais, general merchants, Richmond, Que., are offering to compromise at 45c. on the dollar.

J. & J. Straitch, general merchants, Teeswater, are offering to compromise at 80c. on the dollar. A meeting of creditors was held on Monday when the statement showed assets of $4,200 and liabilities of $2,000. The offer was accepted.

PARTNERSHIPS FORMED AND DISSOLVED.

The Mountain City Cycle Co., Montreal, has dissolved.

A partnership has been registered by the Star Iron Co., Montreal.

Painchaud, Squire & Co., wholesale hardware, Montreal, have dissolved.

John D. Keeman, blacksmith, Kaslo, has admitted W. O. Robinson as partner.

C. B. Hume & Co., general merchants, Revelstoke, have dissolved; Mr. Smith retires.

Anthime Aime, dit Desjardins, and N. Roy, dit Desjardins, have been registered proprietors of the hardware business of L. Robert, St. Henri de Montreal.

T. R. Paige and G. W. Paige have formed a partnership to carry on business in Coaticook, Que., as general merchants under the style of T. R. Paige & Son.

H. R. Lemieux and J. A. Choquette have registered a partnership, in Montreal, to carry on business as wholesale hardware merchants, under the style of Choquette & Lemieux.

SALES MADE AND PENDING

The general stock of Belanger and Neven, Lachine, has been sold.

The stock of the estate of F. Vancamp, hardware, Lindsay, has been sold.

J. Bundy, stoves and tinware, Claremont, is advertising business for sale.

The stock of the estate of C. C. Lee, general merchant, Alliston, has been sold.

The stock of the estate of E. Zeller, general merchant, has been sold to Mrs. Zeller.

The assets of the estate of P. W. Bates & Co., general merchants, Merrickville, are to be sold at auction 16th inst.

CHANGES.

Graham & Pickles, electricians, have opened out in Halifax.

F. P. Carey, general merchant, Trail, has removed to Kamloops.

A. A. Wilson, wholesale paints and hardware, Montreal, has sold out.

A hardware store has been opened out in Valleyfield by J. M. Guindon.

W. M. Irwin has opened an agricultural implement business in Sherbrooke.

Alex. Young, hardware, Wingham, has been succeeded by Young & Paulin.

S. Jamieson, general merchant, Battersea, has sold out and retired from business.

C. Harper & Co., general merchants, Port Elgin, N.B., have sold out to C. Written.

Belle Wiswell, general merchant, South Farmington, N.S., is advertising going out of business.

The estate of W. Park, general merchant, Newcastle, N.B., has been succeeded by Chas. Park.

L. C. Hughes, general merchant and publisher, Tottenham, has given up the general store business.

W. J. Ross, agricultural implements, King City, Ont., has been succeeded by J. Barry.

Henderson & Potts, manufacturers of paints, Halifax, N.S., have opened a branch in Montreal.

E. Becker & Co. (representing Gehr, Muller & Co., Remscheid, Germany), importers of hardware and cutlery, are starting into business in Montreal.

Squire, Watson & Co. is the name of a new wholesale hardware firm which has recently started up in Montreal.

FIRES.

H. W. Waddell, general merchant, Port Lambton, has suffered loss from fire.

J. H. Phinney, tinsmith, and J. Clark, harness maker, both of Newcastle, have been burned out.

DEATHS.

W. K. Sadler, harness, Arkona, is dead.

P. McArthur, general merchant, Dalesville, Que., is dead.

ELEVATOR MOTORS.

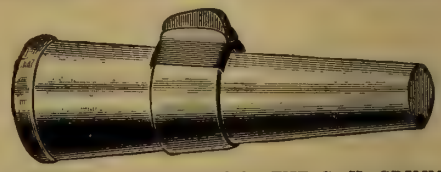
Would a manufacturer of Electric Motors for elevators kindly correspond with this office as we have an enquiry from a probable purchaser? Address,

Canadian Hardware and Metal,
Board of Trade Building, Montreal.

CLOCK AND TOY MOVEMENTS
Cyclometers
Brass Models, Door Bells and Burglar Alarms
SEND FOR CATALOGUE

THE STAR MANUFACTURING CO.
New Haven, Conn.

RECORD DOUBLE TIN SAP SPOUT.



Cut Full Size. Manufactured by THE G. H. GRIMM MFG. CO., 84 Wellington Street, MONTREAL.

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods
Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

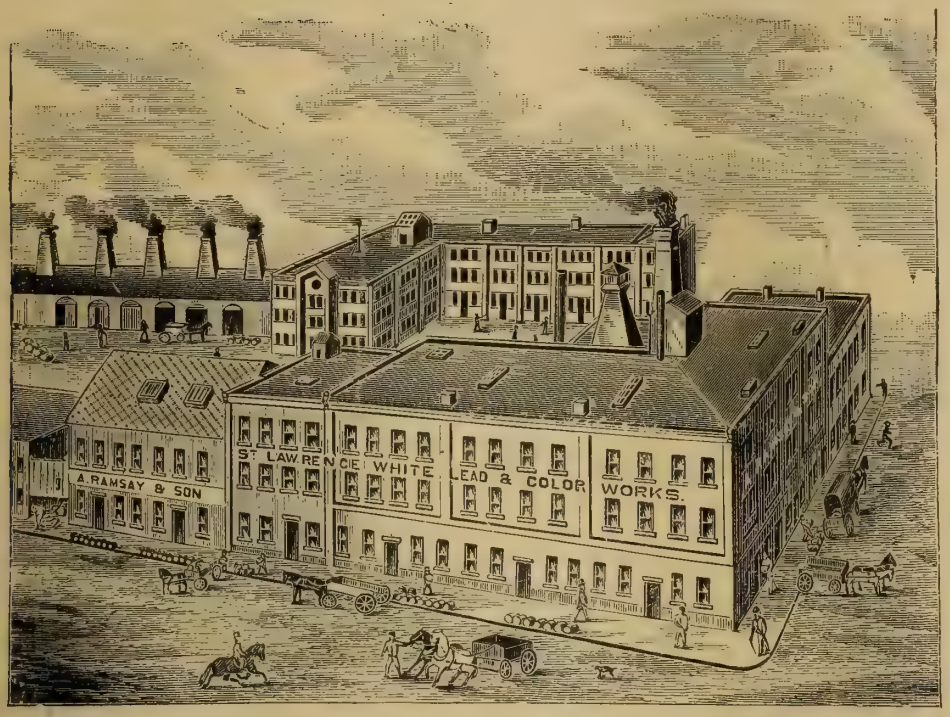
John Wilson's
BUTCHER KNIVES
AND STEELS
Farriers' and Shoe Knives

Are the Best in the World

TRADE ◇ MARK

DORKEN BROS. & CO.
Agents, MONTREAL

A. RAMSAY & SON, Montreal



INSPECTOR AND ST. PAUL STREET.

Returned 24/2/97

RECOLLET STREET.

ANNOUNCEMENT.

MONTREAL, February, 1897.

WE desire to express our acknowledgments to our friends for the important increase of business afforded us during the past season. While many makers have complained of dull times, we have been able to report an advance month by month all along the line, and it is only right that our friends should know how much we appreciate their good treatment of us.

We are specially obliged for the great success that has attended the introduction to our business of the "Bull Dog" brand of Paints, which has placed it alongside our well-known "Unicorn" brand of goods, and we will in future continue to stock all these old brands.

In view of the continued expansion of our business in 1897, we have decided to move our Paint and Glass Manufacture to our Inspector Street premises, in order to be in closer proximity to our Varnish Factory on William Street and our Warehouses on Recollet Street.

In addition to this we have made arrangements under which we shall have the use of a portion of the Works of the Canada Paint Co., for the handling of heavy goods as may be required, especially during the busy season.

We feel sure our clients will fully appreciate our efforts to promptly meet their every demand, and with our continued assurance of good will, we are,

Yours respectfully,

A. RAMSAY & SON.

THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

IT is along this line of selecting the best material for the work to be done that the great stores are successfully conducted. There is often an annual "taking of stock" of all the employes as well as of the goods; and that one who has by faithfulness and cleverness earned the good opinion of the floor-walker or superintendent, or perhaps of the buyer, who is likely to be wandering casually about his department seeing how things go, will experience a change of salary for the better at the end of the year. Many stores will not retain clerks who cannot prove themselves of increasing value. Others graduate their employes every year, reducing some while promoting others.

Honesty on the part of the employes must of necessity be taken for granted to a great extent; nevertheless there is in every store a complete system of checks on dishonesty that runs from top to bottom, the buyer alone being beyond its reach. For his actions he is responsible to the firm alone, nor is there any way in which they can tell beyond some easily taken precautions whether he is buying for their advantage or his own. Some years ago the head of a department in a Boston store bought, so the story goes, $40,000 worth of furniture from a certain manufacturer, where he should have purchased not more than $7,000. Of course he was instantly discharged. Moreover the store strove to repudiate the debt, but the courts decided against it. It was impossible to prove that the buyer was bribed. Another instance is said to have occurred in New York where a buyer, being sure of his impending discharge, bought 250,000 red plush albums all of one pattern, most of which were subsequently given away as souvenirs, because they could be disposed of in no other manner.

Some houses require all buyers to send to the firm each day a duplicate of any order given—as a rule, too, figured out in dollars and cents—and each order is passed upon a high authority before it is confirmed; thus the purchases are kept account of as close as the sales. This, of course, does not refer to purchases made by the buyers when traveling, but to purchases made in the offices of the buyers themselves, where the great bulk of buying is done. A large Brooklyn store sends a notice to all houses from whom it buys, that the firm will not be responsible for any order given for future delivery of which a copy is not sent for verification. While this may seem to cast suspicion upon the buyers it makes such dishonest purchases as above described impossible.

In general, two kinds of peculations must be guarded against—thefts of cash and thefts of goods. To illustrate how the barriers to dishonesty are set it may be said that the sales or cash tickets will identify all of the fifteen or more employes described above who handle every article sold. At the conclusion of the transaction, the purchaser has one check giving all the details of the sale in concise form, and the firm has the other, and the books and cash fill out the complete record. For every parcel that goes to the delivery-room or is taken away by the customer, there must be a corresponding amount of cash, or a check indicating either credit or that the goods are to be sent C.O.D.

All records are kept, in case of complaint. Under the system of delivery the percentage of error is about one-hundredth of 1 per cent. It is no uncommon thing for the firm using this system to deliver nearly, if not quite, 20,000 packages in one day, and receive not a single complaint of failure to deliver.

Credit checks are in some stores sent through a special line of tubing to an office separate from the cash desk; in others, to the cash desk and thence to the credit office, where they are marked O. K. if credit is to be allowed, or with a small private mark if not. The authorization clerk, upon whom rests the responsibility of this marking, can, after a few years' experience, tell at a glance in most cases, whether the name and address given on any slip is that of a regular credit customer in good standing. Considering that the number of credit customers varies from 10,000 to 60,000 in different stores, this is something of a feat.

These credit customers may be a source of enormous loss to the store. To look after them is the business of the credit, or authorization department, consisting of the credit-man, a number of underlings who do a species of detective work, and the authorization clerk, whose work is merely a sort of book-keeping. The credit-man can more quickly ruin a store than any other employe. As a financial authority he is unequalled. Every large customer of the house is known to him by name, reputation, and pecuniary status. He knows the customer's habits, and very likely the number of servants he keeps. If there is a rumor of decline in the customer's business, the credit-man quickly finds out if his bills are promptly paid. It is a grave matter to withdraw credit, however, meaning as it does the loss of a person's trade, so that the credit-man is slow to do it. The New York credit men have a club, of which the members meet weekly to exchange views and information on business matters; for rivalry between the big stores is almost invariably friendly, and they exchange courtesies continually in such matters as information derived regarding the responsibility of prospective credit customers. Each large city has its Retail Protective Association, and the well-managed store, on learning that a customer has become "bad pay," will notify the association, with the result of shutting off his credit at other stores. In this way the "bad pay" buyer is prevented from going to some neighboring establishment, the result being that he will probably continue to buy at the first store and pay cash.

Dishonesty of a professional character is the kind least to be feared by the merchants. Still, it is reckoned on as an element in profit and loss, one store calculating its loss by shoplifting at $15,000 a year. To keep this crime within limits the store detective is employed. The keen-eyed mysterious sleuth of fiction, with his disguises and strategems, couldn't get a place at any price in a department store. The best store detective is the man or woman who looks the least like one. His or her business is to wander around inconspicuously and look uninterested. When one of them appears most moribund it is probable that he has just discovered some woman dropping a lace handkerchief into her unrolled parasol in an informal manner. When he does make an arrest it is done very quietly; and the shoplifter, if she be a woman, as nearly all shoplifters are, is escorted to a cabinet where a woman searcher goes through her clothes, often extracting more things than Mr. Herman gets from a silk hat. Professional shop thieves are provided with what is technically known as a "kick," a long pocket of amazing capacity, extending the length of the skirt. Some of their other wiles are the half-open umbrella, the loose blouse waist, and the infant in arms, who is made an innocent receiver of stolen goods thrust under its long skirts. More dreaded by the detective than the professionals, all of whom he knows, is the kleptomaniac. She will steal anything, and in many cases it is inadvisable to prosecute her, for business reasons. If there is any reason to suppose a woman respectable who is caught stealing, she is never prosecuted for the first offence, but is compelled to write out a confession, which is held over her as a warning. At least five New York stores hold such confessions from a woman reputed to be very wealthy. A Chicago store offers a scale of rewards to employes discovering shoplifters, and this scheme has had excellent results.

To the merchant whose tremendous store machinery is running without friction and turning out what profits it should there still remains one great vital problem: what new

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine.
327 St. James Street, - - - **MONTREAL**

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

PATENTS PROMPTLY SECURED
Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
MARION & MARION, EXPERTS, Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively.
Mention this paper.

R. DILLON, Hardware Specialties, OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

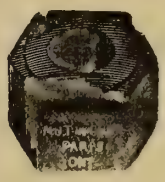
thing he shall attempt. Progress, he knows, is necessary to his success. The methods which were successful ten years ago are antiquated now, just as the most progressive methods of to-day will be outgrown early in the coming century. He knows, too, the disastrous consequences of a false step. To be conservative, yet bold; to branch out in some startling innovation which shall yet be a safe venture, and shall not impair the firm's reputation for soundness; these are his hopes for the future. New styles of business have, in the past, established firmly the stores which first brought them out. A purpose always in the minds of the proprietors is to introduce some new feature which will add to the attractiveness of the store; if original, and to be found nowhere else, so much the better. One Brooklyn store has sent to its thousands of credit customers a little silver tag containing the number of the shopper's account. Upon this being shown and the name given to prove that the proper person is using it, she may carry away such purchases as she may desire, or have cheques cashed. Clerks are trained to know their customer's name and desires, and a thousand and one little attentions are shown to make the purchaser feel at home. One important feature that the stores practically first introduced is that of allowing goods to be returned which are not wanted by the purchasers, even if no fault can be found with them.

The mail-order system, which sprung at once into popularity, gave an enormous impetus to the business of the firm that first tried it. Every other firm copied it, but the pioneers had covered a large field before their imitators followed. The department stores prophesied and probably accelerated the scorching into popular favor of the bicycle, and to-day, almost without exception, the big establishments have a wheel department, while not a few conduct bicycling academies. The progressive store—and all must be progressive—responds instantly to the latest fad; no new thing comes into the market but is quickly pushed into notice, and indeed many ideas are first put forward in one of the many departments. One original enterprise, which has had a gratifying success to those engaged in it, is a combination of some of the stores in the smaller cities, whereby they exchange goods, and in that way rectify to an extent errors of stock. For instance, that a certain line of novelties would not sell in Rochester is no argument that Denver would not buy it, so the Rochester merchant with an overstock in his hands, sends it to his Denver fellow-merchant and he sells it out for him. In return the Rochester man undertakes a line of silks which the Colorado merchant couldn't dispose of at all, and conducts a highly successful bargain sale therewith. A dozen cities are now represented in this combination. A feature of this combination is syndicate buying. A single experienced buyer purchases goods for a string of a dozen stores in different cities, thus they are all able to get goods at a rate which only the largest consumer could secure, and each bears its proportion of the expense of the buyer's salary and his assistants.

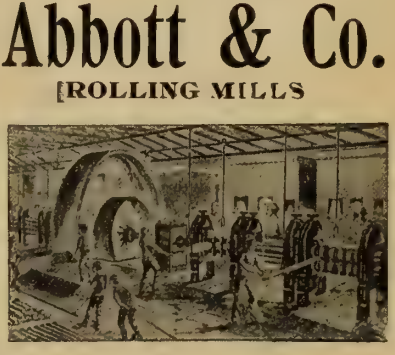
(To be continued in our next issue.)

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps. Casing. Tubing, Fittings, Drilling Tools, Cables, etc.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
[ROLLING MILLS
Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.
AND FACTORIES
MONTREAL

TRADE MARK J REGISTERED.
"JARDINE"
Horseshoe Vises . .
One of the handiest winter tools in a shoeing shop. Useful at all times, they are indispensable in winter.
A. B. JARDINE & Co.
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

REGISTERED TRADE MARK.

CURRENT MARKET QUOTATIONS

TORONTO, Feb. 12, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X|	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X. "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6) 0

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	....	1 60
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 t0	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades, in small lots:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

neets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 0[illegible]
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 05
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	0 45½	0 47
Boiled, per gal	0 48½	0 50

eight allowed. Price 2c. less Toronto, Hamilton, London.

Turpentine.

to 4 barrels	....	0 43
5 to 9 "	....	0 42
10 to 15 "	....	0 41

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 08½
Small lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10

uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss ...... / " Sewing, per gross..	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

inc discount	3 90	4 0

opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15

Bolts.

Carriege, dis.. 60 p. c. off new list
Tire, dis., 65 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
illar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to nch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 30
English "	2 50
Belgium "	2 25
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 25

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	....	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond.

GLUE POTS.

inned, each	0 30
Enamelled, each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 50	4 25

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 35 per cent. rev. t.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per lb	3 65	3 75
12 in. up, per lb	65	2 75
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 60	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............. 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   Basis—50 to 60 dy................ 2 30
   40 dy...................... 2 35
   30 dy...................... 2 40
   20, 16, aud 12 dy.......... 2 45
   10 dy...................... 2 50
   8 and 9 dy................ 2 55
   6 and 7 dy................ 2 70
2. American pattern only—
   From 4 to 5 dy............ 2 90
   3 dy (lath)................ 3 30
3. Canada pattern only—
   From 4 to 5 dy............ 2 70
   3 dy (lath)................ 3 20
   3 dy, A.P. fine............ 3 90
   Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L........................ $ 50 00
No. 38 Hand Machine, range 1½ to 4............................ 100 00
No. 56 Hand Machine, range 2½ to 6............................ 175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz........... 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6¾	00	8½
¼, 5-16, ⅜ in..............	7¼	00	9
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire............ 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan&Haynes, per ft..................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz................ 8 75 9 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish..............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross............ 3 50 5 00
Grind. per ton................ 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.............. 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights 40
" " tinned.......... 45
Swedes, cut tacks, genuine, blued and tinned.............................. 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned............ 40
Zinc tacks............................ 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................. 10
" " in bulk 15
" " solid heads, in bulk........ 42½
Saddle nails in papers................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 5

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P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per b........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

Carload Lots and Under.

Galvanized, 2 barb, 2½ and 5 inches apart.............. 2 70 2 75
Galvanized, 4 barb, 4 and 6 inches apart 2 70 2 75
Galvanized, plain twist, all.. delv'd.................... 2 70 2 75
Plain twist.................... 2 70 2 75
Steel Staples 2 70 2 75
Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 50 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3
" S., per doz 5 80 7
G. & K.'s Pipe, per doz 6
Burrell's Pipe, each ....
Pocket, per doz ....

Connor's
IMPROVED WASHING MACHINE

Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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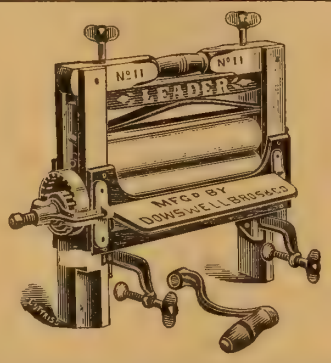

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Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

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Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

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Twelve Medals

Awarded
By **JURORS** at
International Expositions
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BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IX MONTREAL AND TORONTO, FEBRUARY 20, 1897 No. 8

MAGNOLIA METAL

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TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

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CHICAGO OFFICE—Traders' Building.
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If you order a sheet of 72 x 30 x 28-gauge Galvanized Iron you expect it to weigh about 10-lbs., because that is the "Queen's Head" standard. Many other brands weigh as much as 11½ to 12 lbs—if that is what you want, order "Queen's Head" in 26-gauge, which weighs 11½ lbs. When you buy "Queen's Head" you know what you are getting, and you get what you want, in quality and finish, as well as in weight.

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NEW CITY HALL and COURT HOUSE

—TORONTO—

Will be fitted throughout with

Safford Patent Standard Radiators

FOR STEAM HEATING

MANUFACTURERS AND INVENTORS

This is the largest heating contract ever undertaken in Canada.

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TORONTO RADIATOR MFG. CO. Limited
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MORGAN & WRIGHT TIRES ARE GOOD TIRES

To The Trade

Morgan & Wright Tires and Cements
Indianapolis Chain & Stamping Co.'s Chains
G. L. Thompson Mfg. Co.'s Steel Stampings
Excelsior Needle Co.'s Spokes and Nipples
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WE ALSO CARRY A FULL LINE OF SUNDRIES.
OUR 1897 CATALOGUE WILL BE READY FOR MAILING MARCH 1st.

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Steel Churns

MADE OF HEAVY TINNED STEEL. WILL OUTLAST A DOZEN WOODEN CHURNS

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The Booth Copper Co., Ltd.

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Factory Milk Can Trimmings

When ordering Broad Hoop Trimmings ask for the new Convex Bottom, which is stronger, as the bottom rim is narrower.

The body of the can extends further into the bottom, and consequently protects the side more.

The bottom being further from the floor, is less apt to become damaged.

The corner where the body is soldered to the bottom is a sharp corner. which makes it easy to solder.

Rough handling cannot separate the body from the bottom, as can easily be seen by the construction.

The new narrow bottom or Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the Broad Hoop Trimming.

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, FEBRUARY 20, 1897 No. 8

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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A HINT TO THE GOVERNMENT.

WHAT is done cannot well be undone. It is more and more obvious every day that the Government should have appointed a commission of business men to investigate the tariff and make a report thereon.

That would have been both the most expeditious and the most efficient way. But it did not. And now it is too late to undo what has been done.

The duty of the Government clearly now is to push with might and main the preparation of the new tariff so that when Parliament meets the instrument will be ready for immediate submission to the House.

It is imperative that it should be so.

For some months the knowledge that the tariff was to be revised has had a disquieting effect upon trade in spite of the fact that business men recognized that it was necessary that the tariff should be overhauled.

But now, with the prospect of a new tariff a couple of months hence, there is less disposition than ever to do business. In fact business is practically at a standstill.

The imports show it; the clearing houses show it; every business man is experiencing it.

The late Government went out of power chiefly because of its disregard of the representations and rights of the business men of the country.

The business men of this country asked the present Government to appoint a commission of independent business men to investigate the tariff; but it ignored the request.

The business men of this country some months ago asked the Government to fix a time when the new tariff should go into operation; but again there was no compliance.

Now the business interests of the country demand that the tariff bill be ready for submission to the House when it meets. If there is again non-compliance there is danger of the business men stamping the present Government as being no richer in business common sense or more awake to the business requirements of the country than its predecessor.

NEEDS NO DUTY ON PIG IRON.

THE United States, as well as Canada, proposes to make changes in its tariff, and over there as well as here statements are being made before the Tariff Commissioners which occasion more or less surprise.

But probably the most surprising statement of all is one recently given utterance to by one of the largest iron producers and shippers in the South, Mr. Haas, president of the Sloss Iron and Steel Co.

In Canada it is a common thing to hear consumers urge either a reduction or an elimination of the duty on pig iron. But no one has ever yet heard, as far as HARDWARE AND METAL is aware, a pig iron producer suggest either of these alternatives.

But what no Canadian producer has yet done Mr. Haas, the gentleman referred to, has done: He has declared explicitly in an interview that the iron industry of the South needs no protection. Here are his exact words:

> Alabama iron needs no duty at all. It is underselling English iron in the latter's own country and is laid down in New York, freight paid, at the price asked for English iron, plus the duty, at the English furnaces, and much cheaper than English iron with the freight added. If the Sloss Co. takes any action at all it will be to ask for a reduction or total abolition of the duty on iron. Remove the duty altogether, and Southern iron will take care of itself the world over. We have established a solid export trade, the proportions of which are hampered only by the lack of ship room.

The duty on pig iron in the United States, it might be mentioned, is four dollars per ton.

One of the most remarkable features of the iron industry of these latter days is the wonderful development of the industry in the Southern States. And the most remarkable of all has not been perhaps as much the rapidity with which production has increased as the hitherto unheard-of low cost of production, which has not only enabled the Southern blast furnaces to compete successfully with those in other parts of the country and in Canada, but to invade even the British market as well and undersell the home producer in similar grades of iron. During the last six months or so something like 90,000 tons of Southern pig iron have been sold in England and Scotland.

In addition to the natural advantages which the Southern furnaces enjoy, labor is

cheap, while the company stores, which the owners of these concerns conduct indirectly help them to meet competition in pig iron.

Two years ago, instead of being favorable to even a reduction in the duty on pig iron, the Southern iron men were asking for a large increase in the duty. But they have grown since that, and, feeling their strength, it is possible that they conceive that a lower duty or no duty at all would give them a greater advantage than they now possess over their competitors in the Northern States, who would not be able to so well stand less protection than now obtains.

WIRE NAILS IN THE MARITIME PROVINCES.

WIRE nails are now being sold on an open market in the Maritime Provinces.

This was decided upon at a meeting of the Wire Nail Association held this week in Montreal.

The cause of this action being taken by the association was in order to allow the Maritime members of the organization to meet the competition of a local manufacturer who recently withdrew from the association.

This non-association member created some excitement on the Toronto market a few days ago by quoting wire nails in carload lots at 80, 10 and 5 per cent. off the list, but no business transpired as far as HARDWARE AND METAL is aware.

With the near approach of the new tariff dealers are evidently not disposed to purchase anything beyond their immediate requirements in the way of wire nails.

THE HORSESHOE TROUBLE.

Manufacturers of both horseshoes and horse nails are meeting this week in Montreal, primarily with the object of considering a request made by the wholesalers whereby retail merchants may be placed in a better position to compete with some houses on the jobbers' list who make a practice of selling direct to the consumer.

This is an old grievance, for grievance it is, and it is to be hoped that some scheme may be devised whereby it will no longer obtain.

FALLACIOUS CHARGES.

THERE are two charges which those opposed to the idea of preferential trade with Great Britain frequently levy against those in Canada who are the advocates of it.

The one is that it is presumption to ask the Motherland to give the products of Canada a preference over those of foreign nations; the other is that they are asking her to do all the sacrificing.

Under certain conditions these premises would be well taken. But these conditions do not exist. Canadians are not cravens. They are willing to give and take in this matter. Those who levy the charges in question, through ignorance or design overlook this point altogether.

In the first place it must be remembered that the offer of preferential trade as it stands to-day did not come from Canada or any other British colony. It came from the Motherland herself: From a member of the British Government; from the Hon. Joseph Chamberlain, Secretary of State for the Colonies.

He, at the meeting of the British Chambers of Commerce held in London in June last, voluntarily extended an offer of preferential trade, but delegated to the colonies the duty of suggesting a scheme. And, furthermore, he asked them to hold a meeting at some future time in London for the purpose of bringing the scheme to the attention of the Imperial Government.

That should knock into silence the charge of presumption which is so commonly levied against advocates in Canada of preferential trade.

Then as to the charge that Canadians would be asking Great Britain to do all the sacrificing. A greater mistake could scarcely be made or a more deliberate untruth uttered.

No responsible newspaper in Canada, no reputable journal in Canada, has ever championed or even intimated any such thing.

The leader of the Government that was and the Premier of the Government that is, are both apostles of preferential trade, and both have distinctly laid down the proposition that for the preference that Great Britain would give our products, Canada, under her tariff, must do likewise unto British goods. And this principle has been again and again enunciated by many newspapers and by various politicians.

Talk about sacrifice! If either party to a preferential trade arrangement stands to sacrifice anything it is Canada.

Of her total revenue nearly 70 per cent. is derived from the Customs, while for the past 29 years it has averaged over 73 per cent. Great Britain, on the other hand, depends only upon the Customs for 26 per cent. of her revenue.

A lower tariff against British goods would, therefore, mean a decreased revenue from the Customs, for not only would there be the loss on account of a lower tariff on British goods, but upon those from countries outside the British Empire as well, which we might naturally expect not to come in as freely as they do now.

But not only is there the sacrifice which loss of revenue would entail, but there is another loss to Canada which preferential trade with Great Britain would tend to induce: In some lines of home manufacture there would be necessarily a curtailment of production.

Great Britain, on the other hand, would lose nothing in revenue. On the contrary, she would gain. And, as she is the great consuming market of the world, the impost of a small tax would not be a burden upon the consumer, not at least until such time as the present conditions are reversed and the United Kingdom is compelled to ask the producing countries to sell to her instead of they asking her to buy from them.

Whatever sacrifice, however, Canada may be put to, it would doubtless be more than compensated for by the benefits which would accrue from preferential trade with the United Kingdom. And for that reason HARDWARE AND METAL allies itself with those who are championing that cause.

HEAVY AND LIGHT HARDWARE.

Heavy hardware, according to latest advices from Great Britain, is somewhat lower. This feature is especially noticeable in the Scotch market.

Light hardware, however, continues to gather strength, and manufacturers in England are extremely busy on both foreign and home market account.

WRINGERS AND THE DEPARTMENT STORES.

AT the recent meeting of the wringer manufacturers, when it was decided to fix a uniform price on their product, it was furthermore resolved to place at least some of the departmental stores on the jobbers' list.

The action of the association in this latter respect may be expected to incur the displeasure of the hardware trade, wholesale and retail, throughout the country.

These departmental stores are nothing but retail stores in an enlarged form, and it is unfair to the jobber and doubly unfair to the retailer that business concerns of this class should be given privileges to which they are not entitled.

They are the avowed enemies of the legitimate business, and placing them on the jobbing list is tantamount to putting a weapon in their hands whereby further evil to the trade may be wrought.

HARDWARE AND METAL has been given to understand that this particular privilege was accorded to the departmental store at the instigation of one manufacturer who is alleged to have declared that he would not become a member of the organization under any other condition.

Jobbers and retailers should make an effort, and a united one at that, to secure the removal of the objectionable features in question.

HE DINED WITH ST. JOHN, N.B., HARDWAREMEN.

MR. MOLDEN, of A. T. Woodyatt & Co., Guelph, has returned from a business trip through Quebec and the Maritime Provinces. His trip was a fairly successful one.

While in St John, N.B., he attended the second annual dinner of the Iron and Hardware Association of that city, as he had last year the privilege of attending the first.

"We had a most delightful time," said Mr. Molden, in reply to a query of HARDWARE AND METAL. "And we could not well have had otherwise. The dinner was excellent and the iron and hardwaremen present a grand lot of fellows."

And then Mr. Molden proceeded to turn out the menu card from the bottom of his satchel. "Isn't it an unique and beautiful thing?" he ejaculated.

And it was unique and beautiful. It was printed on stiff brown paper. Massive hinges embossed in gilt were on the cover, with a door knob likewise done. This was striking, while the four inside pages on which were printed the menu, toast list, etc., were fac similes of aluminum plates.

"The Hardware Association of St. John is a live institution," added Mr. Molden. "It is composed of manufacturers, wholesalers and retailers. They all work most harmoniously together, and there is no cutting of prices."

The officers of this association are: President, Thomas McAvity; vice-president, J. B. Emerson; sec.-treas., John J. Barry; directors, Wm. Kerr, W. L. Hamm, John A. McAvity; Executive Committee, Thos. McAvity, W. Kerr, John A. McAvity, R. B. Emerson, W. L. Hamm, John J. Barry.

CULL NAILS.

"I see there has been some discussion of late in HARDWARE AND METAL in regard to cull horse nails," remarked a jobber. "But the facts have not come out yet I see. The facts are these: A short time ago there was a fire in a Montreal hardware warehouse. Through that fire there went a small lot of horse nails. After the fire these nails were cleaned up, boxed and sold for cull nails, when they should have been put on the market as damaged nails. The lot was only a small one, and was disposed of some time ago."

A Guarantee of Excellence.

A FEW GOOD PEOPLE WHO SELL

Iver Johnson Revolvers

IN CANADA.

There are plenty more but space is too limited for them all. . . .

H. S. Howland, Sons & Co., - Toronto
M. & L. Samuel, Benjamin & Co., Toronto
Frothingham & Workman, - Montreal
Caverhill, Learmont & Co., - Montreal
Rice Lewis & Son, - - Toronto

Send for Catalogue.

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass., U.S.A.

THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

ASIDE from departures in policy and innovations on a large scale the originality of the department store is largely supplied by two departments to some extent correlated. These are the advertising department and the window-dressing department. One is the literature of the great store; the other its art. The shop-windows are a great stimulus for the department whose goods are displayed in them. A good showing will often wonderfully increase the sale of the stock as well as attract customers to the store who are new to it. Frequently the head advertising man is the general manager of the store. Whether this is the case or not, he is a general supervisor of the establishment, with a complete knowledge of its ever-changing detail. Every day he holds consultations with heads of departments to find out what particular lines of articles they want "boomed," and about those articles he writes alluring statements for the shopping public to read, sometimes arranging for illustrations with them. The amount of money spent for advertising is appalling when looked upon as an expense. One great store in Philadelphia spends on an average $1,000 every day in the year, and a good many spend $500 a day. The advertising receives probably more of the personal attention of the head of the house than any other department. The head of the firm which expends the great sum just mentioned personally suggests and frequently writes the leading lines in the daily announcement. The proprietor of a great store in Brooklyn does this invariably, and thinks the time well spent which the work daily requires. The mail department tends to enlarge this expenditure, as the store reaches out to the utmost parts of the country, and the future will no doubt see an even greater development in the effort to secure mail customers in the small towns and in country places.

Advertisement writing has, within the last few years, become a fine art. The writer must be thoroughly up to date in his ideas, and the latest methods require that he furnish something new every day. Genuine wit and humor are found over the "adv." mark in the papers. It is pretty safe to say that every good advertising man earns his salary, and the best man in the country at this work is said to receive $15,000 a year.

There is little question but that the great department store is a benefit to the buying public, because of the low prices which prevail in it, because of its convenience and as a rule, honest dealing, and because it concentrates many lines of stock within a small space. On the other hand, it is a question if it is not in its tendency a menace to some of our commercial institutions. It has already made marked inroads on several lines of retail selling without bestowing any corresponding benefit. Especially is this true of goods which have been handled by salespeople with special education and training, and where there existed in the business a pride beyond that of mere trading which gave it distinction. Perhaps the best instance of this is to be found in the store book department, the stock of which is, with the exception of possibly a few establishments, composed of only the newest or, perhaps, the least worthy of books, or volumes in inferior editions.

The salespeople are often illiterate and untrained, and the whole tone of the place is the antithesis of what the book-lover looks for in such a place. Yet the supplying of the most salable books at the very lowest prices drives the small bookseller, who carries a large stock, and employs competent assistance, out of the business, and threatens the extinction of shops which have served a valuable purpose. Much the same may be said in disparagement of the store "picture department," the stock displayed, and the taste appealed to, is even inferior, by comparison, to the book department. It may be only a question of time when each part of the great stores will be as perfect as the best shops devoted to single kinds of goods; but it is certainly true now that with the exception of some of the oldest and largest departments it is the aggregation of stock and prices which attract the customers, and not the quality and selection of goods displayed.

From time to time the practices and methods of one or another of the great stores have been made the subject of legislative inquiry; but invariably with unimportant results. And now a powerful organization has been formed in New York by some thirty or forty of the big stores for mutual support and protection. Representing, as it does, more than $50,000,000 of capital, it is a formidable combination; and, while its object is not definitely so stated, there is no doubt but that it will oppose with all its strength any legislation looking toward an interference with the business.

Public opinion has been brought to bear upon the management of the department store. The Consumers' League of New York has been organized, with the object of compelling the stores to treat their employes equitably. It fights for light, airy rooms, seats for the salespeople, reform in the system of fines, vacations with pay, and recompense for overtime. Such stores as live up to the principles set down by the Leaguers are put on the "White List." The members of the League do their shopping in the listed stores. The League has set forth what it calls a "Standard of a Fair House," as follows:

WAGES.

A Fair House is one in which equal pay is given for work of equal value irrespective of sex. In the departments where women only are employed, in which the minimum wages are $6 per week for experienced adult workers, and fall in few instances below $8.

In which wages are paid by the week.

In which fines, if imposed, are paid into a fund for the benefit of the employes.

In which the minimum wages of cash girls are $2 per week, with the same conditions regarding weekly payments and fines.

HOURS.

A Fair House is one in which the hours from 8 a.m. to 6 p.m. (with three-quarters of an hour for lunch) constitute the working day, and a general half-holiday is given on one day of each week during at least two summer months.

In which a vacation of not less than one week with pay during the summer season is given.

In which all overtime is compensated for.

PHYSICAL CONDITIONS.

A Fair House is one in which work, lunch, and retiring rooms are apart from each other, and conform in all respects to the present sanitary laws.

In which the present law regarding the providing of seats for saleswomen is observed and the use of seats permitted.

OTHER CONDITIONS.

A Fair House is one in which humane and considerate behavior is the rule.

In which fidelity and length of service meet with the consideration which is their due.

In which no children under fourteen years of age are employed.

In a great store in Philadelphia every employe who has been there for more than six months gets a vacation with full pay. For ten evenings only out of the year is the store open. A careful record of this extra work is kept, and when the slack season comes the employes get hour for hour in time off. More than this, a certain percentage on sales made during these evenings is given to the employes. The system of fines is not harsh, and the money so obtained goes into the coffers of the employes' organization, and not to the firm. In this respect all but the best New York stores are far behind those of the other large Eastern cities, and most of them consider that by furnishing dinners free to the employes during the season when they keep open at night they are fulfilling all requirements. Many of them do not even furnish these meals. Some few New York concerns allow hour for hour for extra work, but do not pay for it in money. Almost the only fair position is that of the places which require no evening work at any time. Vacations are almost unknown in the low-class stores, but enforced absence without pay is

part of the financial policy. It saves money, and moreover, the employes do better work for taking some sort of holiday, no matter how ill they can afford it.

A most hopeful sign for the future, however, is the growing acceptation of the maxim that good treatment of employes is sound business policy. Years ago one of the leading employers set out to establish a feeling of loyalty to the establishment by fostering esprit de corps among his employes; other stores have followed his example in the matter of encouraging social and beneficial societies, and there is scarcely one of the big stores but has its yearly entertainments. In the store just mentioned the salaries are paid to the officers of the store societies from the fines collected from employes. There are classes in French, German, Spanish and Italian, besides simpler branches of instruction. Other stores have manifested sudden attacks of philanthropy, such as trips to Europe for the salespeople, and lavish gifts at Christmas-time; but the shop people appreciate most fair treatment and fair wages. This is what pays in the end. In New York, at least, reform in internal methods is more likely to come from an appreciation of the advantages to be derived than from legislation or external pressure.

Whether for good or for evil the department store has come to stay. The system which it represents extends throughout the country. Every city in the United States with a population of 100,000 or more has at least one of these stores. New York has fifty, Chicago a score, Philadelphia and Boston nearly as many, and Brooklyn a dozen or more. Time was when there seemed to be a prospect that the rivalry between these giants would involve them all in ruin. But they only increased in power and scope. That rivalry is largely a thing of the past. The fight is between the department store dealing in all lines of goods and the specific store dealing in but one. This century's end is witnessing the crisis of the battle; a battle on the one side for conquest, on the other for existence. The twentieth century will determine the issue.

SOME NEW AGENCIES.

W. McNaughton, of Lamplough and McNaughton, has returned from his trip to Germany. He visited all the leading centres and has secured a number of new goods for his firm. These comprise some of the best known goods of their kind. Among them are: the Hudson Knife Co., Solingen, Germany, pocket cutlery; J. Manton & Co., Liege, Belgium, guns, rifles and revolvers; Jean Schramm, Nurnberg, Germany, artists' and fine brushes; Richard Bevies, Antwerp, Belgium, Excelsior Belgian Portland cement; Stettin Gristower Portland Cement Works, German Portland cement; Robert Hermes, Solingen, Germany, bicycle parts. and the Trotha Iron Works, Trotha, Germany, bicycle tubing of all kinds. These two latter firms are among the largest manufacturers of bicycle furnishings in the world.

TEN THOUSAND DEALERS

And more sell ***The Sherwin-Williams Paints,*** and every day this number is being increased. Some have been selling them only a few weeks, some a few months, others a few years, and some have been selling them for ten, twenty and thirty years continually. Those who have sold them the longest are the most enthusastic and sell the most.

The success of ***S..W. P.*** is due to the fact that they do what they're made to do—not sometimes, but always.

If you are not now selling them we'd like to hear from you. We'll be glad to give all information and send sample cards and advertising matter on receipt of enquiry. Write to-day.

The Sherwin-Williams Co.

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

ADVERTISING BREVITIES.

WHEN you have a line of goods with tempting prices give them a prominent position where people can't miss seeing them as they pass your windows. That is the sort of advertising that never fails to sell goods. There is no experiment about such a method.

There are times when it pays to make a mistake in advertising, and frankly confess it. The confession is what does the trick, however. An honest confession is not only good for the soul, but it is a tonic to weakened confidence.

Because a merchant is honest it doesn't necessarily follow that he should keep spouting the fact in so many words through his advertising. If he's fair and square folks will find it out at his counters.

The power of a wedge is in proportion to its sharpness. The same can be said of an advertisement. It should have point enoug to force its way into public indifference and the friction of facts to make it stick after it has entered.

Advertising is a centrifugal force which should create a centripetal force strong enough to draw trade from the extreme limits of the circle where it was exerted.

Advertising, skylights, and windows ought to be used to throw true light upon a merchant's wares. There should be no deceptive colors used in either.

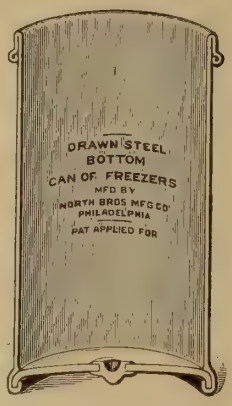
Don't jab at your rival unless you want to advertise his business, and the fact that you fear his power. Such a course is like that of a hen who neglects her chicks to chase a sister hen who has a better brood.

When you set out to make an ad. funny, don't neglect its business end in order to display your wit.

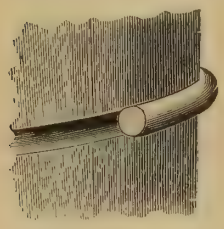
When you set your foot firmly on an icy sidewalk you are not so apt to slip and fall as when you step with timid, cat caution. A timid, half-hearted style of advertising often creates doubt, and proves the downfall of the thing advertised. It it's a good thing, don't be afraid to say so in forcible words. If it is n. g., drop it and say nothing.—Jed. Scarboro in Business.

THE GEM FOR 1897.

THE "Gem" freezer for 1897 possesses many points of merit. It is double-action, the can and dasher revolving in opposite directions. The cross-bar is not hinged, but is more readily removed and replaced, having the most practical fastening on any freezer. The revolving dasher forces the cream from the centre to the circumference of the can, where it is frozen and removed by the adjustable scraper. The gear is covered, so that neither ice nor salt can get between the cogs to choke or break them. This freezer demonstrates beyond any question the wisdom in adopting this smaller ice space in the interest of the buyer, on the score of economy in practical use.



The accompanying engraving shows the electric-welded wire hoop as used on the "Gem" freezer. These hoops are made of galvanized wire, welded by electricity. They are double the strength of the old-style, riveted flat hoops, being imbedded by a patent process in grooves in the pail, and clamp the staves so tightly that it is impossible for them to fall off.



The can is made of the finest quality of bright charcoal tin plate of heavy gauge refolded and wired at top, the bottom being made of heavy sheet steel drawn into shape by powerful presses. The pails are made of best Virginia white cedar, the best-known wood for resisting the action of water. Caverhill, Learmont & Co., Montreal, carry a large and complete stock of these freezers.

CATALOGUES, BOOKLETS, ETC.

THE JAMES ROBERTSON CO., LTD.

ONE of the most complete and handsome catalogues which HARDWARE AND METAL has ever seen is that which the James Robertson Co., Ltd. has just issued. It is a sectional illustrated catalogue and price list of complete sanitary outfit and high-class plumbing appliances, and is termed Catalogue "C." The illustrations number nearly 350, and they display excellent judgment and workmanship. Thirty of these illustrations consist of the various baths and shower baths which the firm carries. Another twenty-four of them deal with closets, while about thirty cuts are devoted to showing handsome lavatories and wash-bowls with their modern unique attachments. Then there are flushing rim slop sinks, ordinary kitchen sinks, urinals, Italian and Tennesse marble slabs and illustrations of a hundred and one other things appertaining to plumbing trade supplies. The catalogue is certainly a most useful thing for all merchants who deal in plumbers' supplies. An insert which accompanies the catalogue contains this paragraph: "We have at our showrooms here a full line of modern sanitary plumbing specialties, as well as model bath rooms in practical operation; and we desire to remind the trade that we are always pleased to receive the calls of old friends, as well as new, and whether they are in the market for goods or not, we cordially invite them to make our office their headquarters when in Toronto."

The confidential price list which accompanies the catalogue is also an elaborate affair. It is in the form of a pocket book, and is covered with Russia leather. The price list proper takes up 42 pages, and between each page is conveniently placed a blank ruled page for note taking.

A BICYCLE CATALOGUE.

The catalogue of the Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., for 1897, has been received. It is handsomely gotten up, and may well be termed a work of art. The first page of the catalogue begins: "1871-1897. Ye further hystorie of ye Ancient House of Iver Johnson." Then follow some thirty odd pages of illustrations regarding the Iver Johnson bicycles, and information for those who handle wheels.

ENAMELED WARE.

One of the evidences of the development of the manufacture of enameled ware in Canada is the fact that the Kemp Manufacturing Co. has this season issued a catalogue dealing with this article alone. The catalogue is 48 pages without the cover, and contains illustrations of the various kinds of diamond, granite, steel and white enameled wares, which the firm manufactures. The catalogue is well printed and is of neat and handy size.

THE COLUMBIA PADS.

A number of subscribers have written to the Pope Manufacturing Co., Hartford, Conn., for their pad calendar, and they have received replies stating that one would be sent on receipt of ten cents in stamps. When the first notice was published we understood that they were being sent free of charge, but a letter from their advertising department explains that this has not been generally done. Owing, however, to the great number of enquiries received from Canada they issued a second edition, for which they charge ten cents. The postage costs four cents and the balance is to pay the actual cost of the material used in the calendar.

FOR LONG RANGE GAME SHOOTING
SMOKELESS SSS SPORTING POWDER
SMOKELESS EQUALIZED HARDENED WATERPROOFED
HAS NO EQUAL

NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED, PELIABLE, SAFE, NO JAR, HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.
The Choice of Experts.
The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND "ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " " "

Far in excess of any other Powder Nitro or Black

Pattern 233.
Pads Penetrated (Eley's Special) 0·6.
Pressures 2·17 Tons Only.

All future issues made to this standard. Full report of trials can be had on opplication to the Company or their Agents, also copies of
THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE ·303."
For Lee Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

"RIFLEITE ·450."
For Sporting, Express and Military Rifles, ·360 to ·577 bore.

(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore also for Morris Tubes.
(SV) For Revolvers.

Sole Manufacturers THE SMOKELESS POWDER CO., LTD
Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion
LEWIS BROS. & CO. 30 St. Sulpice St Montreal.

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district. . . . . .

H. S. HOWLAND, SONS & CO.

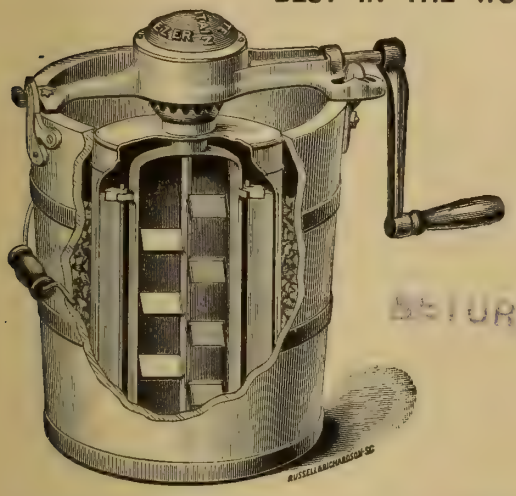
WHOLESALE HARDWARE

37 West Front St., TORONTO.

Ice Cream Freezers

WHITE MOUNTAIN TRIPLE ACTION

BEST IN THE WORLD.



Sizes 1, 2, 3, 4, 6, 8, 10, 12, 15, 20, 25 Quarts.

SEASON 1897

WRITE for our PRICES

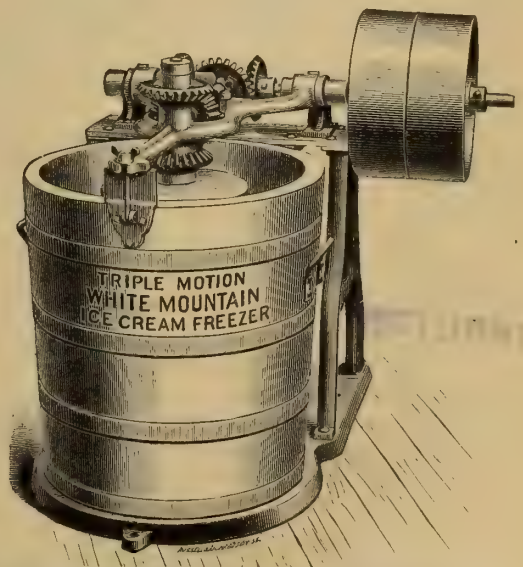
WITH FLY WHEEL. 15, 20, 25 Quarts.

GALVANIZED PLATFORM. 15, 20, 25 Quarts

Special Close Prices

FOR ....

PROMPT ORDERS



SAMSON POWER. 25 and 40 Quarts.

H. S. HOWLAND, SONS & CO.

...GRAHAM Cut and Wire Nails are the Best. Write for prices...

GOOD TO BE TOSSED OVERBOARD.

"POVERTY is uncomfortable, as I can testify," said James A. Garfield; "But nine times out of ten the best thing that can happen to a young man is to be tossed overboard and compelled to sink or swim for himself. In all my acquaintance I have never known a man to be drowned who was worth the saving."

It is not the men who have inherited most, except it be in nobility of soul and purpose, who have risen highest; but rather the men with no "start" who have won fortunes, and have made adverse circumstances a spur to goad them up the steep mount, where

"Fame's proud temple shines afar."

To such men, every possible goal is accessible, and honest ambition has no height that genius or talent may tread, which has not felt the impress of their feet.

You may leave your millions to your son, but have you really given him anything? You cannot transfer the discipline, the experience, the power which the acquisition has given you; you cannot transfer the delight of achieving, the joy felt only in growth, the pride of acquisition, the character which trained habits of accuracy, method, promptness, patience, despatch, honesty of dealing, politeness of manner have developed. You cannot transfer the skill, sagacity, prudence, foresight, which lie concealed in your wealth. It meant a great deal for you, but means nothing to your heir. In climbing to your fortune, you developed the muscle, stamina and strength which enabled you to maintain your lofty position, to keep your millions intact. You had the power which comes only from experience. and which alone enables you to stand firm on your dizzy height. Your fortune was experience to you, joy, growth, discipline and character; to him it will be a temptation, an anxiety, which will probably dwarf him. It was wings to you, it will be a dead weight to him; it was education to you and expansion of your highest powers; to him it may mean inaction, lethargy, indolence, weakness, ignorance. You have taken the priceless spur—necessity—away from him, the spur which has goaded man to nearly all the great achievements in the history of the world.

You thought it a kindness to deprive yourself in order that your son might begin where you left off. You thought to spare him the drudgery, the hardships, the deprivations, the lack of opportunities, the meagre education, which you had on the old farm. But you have put a crutch into his hand instead of a staff; you have taken away from him the incentive to self-development, to self-elevation, to self-discipline and self-help, without which no real success, no real happiness, no great character is ever possible. His enthusiasm will evaporate, his energy will be dissipated, his ambition, not being stimulated by the struggle for self-elevation, will gradually die away. If you do everything for your son and fight his battles for him, you will have a weakling on your hands at twenty-one.

Men who have been bolstered up all their lives are seldom good for anything in a crisis. When misfortune comes, they look for somebody to lean upon. If the prop is not there down they go. Once down, they are as helpless as capsized turtles, or unhorsed men in armor. Many a frontier boy has succeeded beyond all his expectations simply because all props were knocked out from under him and he was obliged to stand upon his own feet.

"A man's best friends are his ten fingers," said Robert Collyer, who brought his wife to America in the steerage. Young men who are always looking for something to lean upon never amount to anything.

There is no manhood mill which takes in boys and turns out men. What you call "no chance" may be your "only chance." Don't wait for your place to be made for you; make it yourself. Don't wait for somebody to give you a lift; lift yourself.

"The first thing I have to impress upon you is," says J. T. Davidson, "that a good name must be the fruit of one's own exertion. You cannot possess it by patrimony; you cannot purchase it with money; you will not light on it by chance; it is independent of birth, station, talents and wealth; it must be the outcome of your own endeavor, and the reward of good principles and honorable conduct. Of all the elements of success in life none is more vital than self-reliance—a determination to be, under God, the creator of your own reputation and advancement. If difficulties stand in the way, if exceptional disadvantages oppose you, all the better, as long as you have pluck to fight through them. I want each young man here (you will not misunderstand me) to have faith in himself, and, scorning props and buttresses, crutches and life-preservers, to take earnest hold of life. Many a lad has good stuff in him that never comes to anything because he slips too easily into some groove of life; it is commonly those who have a tough battle to begin with that make their mark upon their age."

The spark in the flint would sleep forever but for friction; the fire in man would never blaze but for antagonism. The friction which retards a train upon the track, robbing the engine of a fourth of its power, is the very secret of locomotion. Oil the track, remove the friction and the train will not move an inch. The moment man is relieved of opposition or friction, and the track of his life is oiled with inherited wealth or other aids, that moment he often ceases to struggle and therefore ceases to grow.

This age of concentration calls, not for educated men merely, not for talented men, not for geniuses, not for jacks-of-all-trades, but for men who are trained to do one thing as well as it can be done. Napoleon could go through the drill of his soldiers better than any one of his men.—Architect of Fate.

GIVES AWAY HIS GOODS.

AN enterprising merchant has adopted a novel way of advertising his business, says an exchange. He gives away, absolutely without any expense to the recipient, all goods in his store the retail cost of which is under five cents each. It does not make any difference whether or not the party receiving the gift is a regular customer. If a box of matches is wanted, it is given without money and without price, and a polite request to call again is made. One naturally supposes that the store would be overrun with people wanting the traditional something for nothing—for this world is full of such characters, more's the pity — but, strange to say, he claims not to be bothered with this class of unprofitable customers and actually claims that he is making money by this seemingly hazardous scheme of attracting trade. He figures out that the 5c. articles cost him but very little money, that his proven liberality brings him in orders on the supposition that if he is fair in one mat ter he is equally so in all, and that people who come to the store for small gifts are generally inclined to purchase other goods that they see and may want. As proof that this scheme is working satisfactorily, he points to the fact that his business has made a material increase, and that of his competitor has dwindled in almost an equal degree, merely because he gives away cheap goods in order to sell other varieties costing more money.

The St. Mary's Board of Trade has been re-organized.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

FIRE——

We are temporarily located at **114 Bay Street** pending the refitting of our Warehouse on Adelaide Street, partially destroyed by fire on 16th inst.

Orders will be filled promptly as heretofore, and all now on our books will go forward on the instructed dates.

We avail ourselves of this opportunity of thanking our friends and customers, and most particularly our competitors, for their kindly offers of assistance to facilitate the continuation of our business without loss of time.

Sanderson Pearcy & Co., Toronto

The W. R. Gardner Tool Co. Ltd.

SHERBROOKE, QUE.

Hammers, Hatchets, of every description.

Augers, Auger Bits, common and Jennings' pattern.

Chisels, Axes, etc.

Special boring tools for wood-working and furniture factories. Prices on application.

It's the Wick does the Trick

Given by "Cycling" Feb. 25

Wolff-American Cycles

High Art

HOLLOW AXLE CONTAINS A WICK WHICH SUPPLIES OIL AS NEEDED; ONE INJECTION LASTS FOR 1,500 MILES.

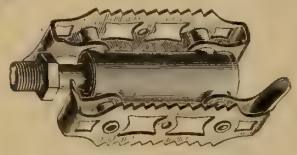
Received for "Cycling"

REPRESENTATIVES

DORKEN BROS. & CO. - Montreal

IVER JOHNSON'S BICYCLES.

THE display of the Iver Johnson's Arms and Cycle Works, in both the Chicago and New York Shows was prominent for its quiet elegance and splendid show of bicycles and bicycle parts.



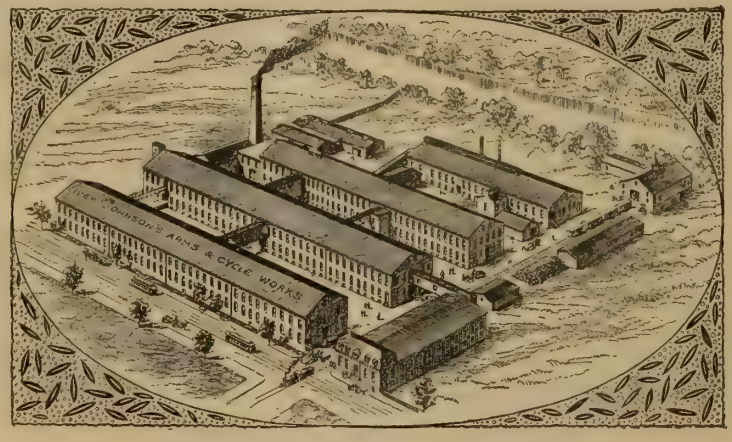
No. 13—Pedal with Oiler.

The scheme of the exhibit itself was the familiar Holland delft, everything being fitted with blue and white, with quaint settles, deal tables, etc.

The display of forgings, methods of brazing and other constructional devices was complete, and very interesting to those who believe in high-grade construction and high-grade workmanship.

The models exhibited consisted of the Iver Johnson racer, and light roadster, listing at $110, and weighing respectively 18 and 20 pounds. The Iver Johnson roadster at 23½ pounds, and the Iver Johnson ladies' roadster at 25 pounds, the last two listing at $100; also the Iver Johnson tandem, at $150, and the Fitchburg men's and women's roadsters, at $75. A magnificent line of beautifully finished bicycles.

The various parts of the above machines were shown in detail and profusion. We illustrate a few of the most important together with a cut of the factory.

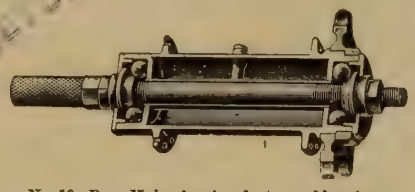


Iver Johnson's Arms and Cycle Works, Fitchburg, Mass.

FEATURES OF TARIFF REVISION.

Representative Dalzell, who will have charge of the framing of the iron and steel schedules of the new Tariff Bill, is authority for the statement that these schedules will show fewer and less important changes than any other feature of the bill, and he explains this fact by pointing to the very general overhauling which was given these schedules in the Wilson Bill by the Senate after the measure had passed the House.

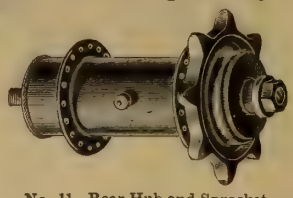
"When the Wilson Bill was drafted," said Mr. Dalzell to the correspondent of The Iron Age, "its schedules were ad valorem,



No. 10—Rear Hub, showing dust-proof bearings.

but when the measure reached the Senate, the gentlemen on that side recognized the importance of modifying this feature and succeeded in making all the iron and steel duties specific. This has proven of great advantage to the industry, and has, no doubt, saved the Government large sums of money. The importance of this change may be assumed when it is said that the iron and steel schedules will be but little amended by the committee in the framing of the Tariff Bill, which we now have in view. There will be a few changes in the way of equalizing duties, but the industry has prospered so well and the Government has collected such a satisfactory amount of revenue under these schedules, that there is no demand for any important modifications.

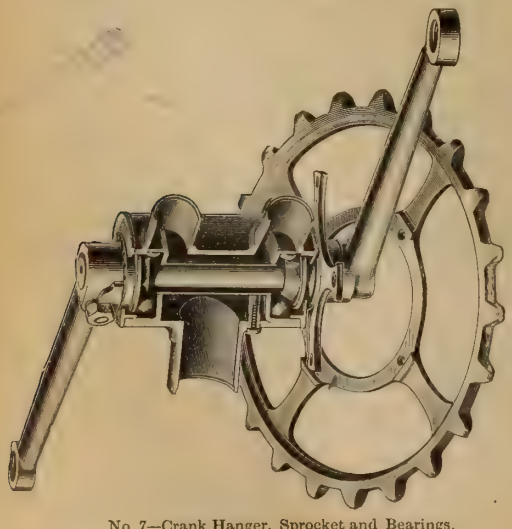
"In my opinion, no feature of the Tariff Bill should be permitted to overshadow the great importance of a system of specific duties. They effectually prevent undervaluations, and in this respect they add millions of dollars to the Government's income without placing an unjust burden upon the shoulders of any class. When the duties are fixed by law, and cannot be shifted about through the dishonesty or ignorance of importers or officials, the condition of affairs at once becomes stable and business can be conducted on a fair and satisfactory basis. Ad valorem duties breed fraud and dishonesty, and the Government loses revenue, which is not gained by any legitimate interest. Our committee is strongly in favor of changing every duty possible to a specific rate, and I am confident that we will thereby realize a larger revenue without materially increasing taxes."—Iron Age.



No. 11—Rear Hub and Sprocket.

AN IRON MAN'S PROMOTION.

Saturday last, at the close of work at the Montreal Rolling Mills, the employes of the tack works and wire mill assembled to say good-bye to J. J. Bell, who, for nearly eight years, has been head machinist in these departments. Mr. Wm. Whittet, in a neat speech, spoke of the sorrow he, in common with his fellow-employes, felt at having to sever their connection with Mr. Bell, with whom their relations had always been most cordial and happy. In closing he wished Mr. Bell every success in his new sphere of labor, and on behalf of his fellow-employes he asked him to accept of a handsome oak secretary and set of writing materials. Mr. Bell, though taken by surprise, replied in a very feeling manner, thanking them for the honor done him, speaking also of the pleasure he had always experienced working with them for the Montreal Rolling Mills Co. Short ad-



No. 7—Crank Hanger, Sprocket and Bearings.

No. 17—Head Construction and Inside Brake.

BUGLE Brand Window . . Glass

Correspond for our prices on import orders, Spring and Summer deliveries. . . .

TORONTO PLATE GLASS IMPORTING CO.

135 and 137 Victoria St., TORONTO.

dresses were also made by Mr. Robt. McGlaughlin, and the superintendent, Mr. Wm. Fessenden, and all joined in singing "For He's a Jolly Good Fellow." Mr. Bell has been appointed insurance inspector for Montreal by the Canadian Fire Underwriters' Association.

NEW WIRE AND WIRE NAIL FACTORY

STILL another wire and wire nail factory is to be started in Ontario. The factory is to be at Milton, and is to be known as the Milton Wire and Roofing Co., Ltd.

The objects of the company, as set forth in the application for incorporation, "are to acquire the necessary real estate, power and plant and to manufacture metallic shingles, siding, stamped goods and other metallic work, barb and twist wire, staples, washers, wire nails of all sizes, tacks and rivets; also barrels, kegs, boxes of all kinds, and the necessary plant and machinery for carrying on a wire drawing business of all kinds."

The capital is to be $40,000, divided into 400 shares of $100 each.

The applicants are: Elijah Dixon, farmer, Trafalgar; J. S. Deacon, public school teacher; Robert E. Porritt, merchant; William Clements, hardware merchant, and John Somerville, contractor, all of the town of Milton.

THE CASH SYSTEM IN RIPLEY.

MR. C. E. MARQUIS, of Marquis Bros., general merchants, Ripley, has been paying a visit to his old home in Pickering. While en route home he on Tuesday last stopped over at Toronto, when HARDWARE AND METAL had a few minutes' interesting chat with him.

Marquis Bros. have been in business in Ripley about two years, and from the beginning they adopted the cash system.

"We have found," said Mr. Marquis, in reply to a question, "the cash system to work well. At first it was slow work to convince customers that it was the best thing for them as well as for us, but we have little or no difficulty now, for we have made it plain to them that it will pay them better, if need be, to even borrow money and pay us cash than get goods on credit and consequently pay higher prices for them. We have just got through taking stock, and find that we have not one hundred and fifty dollars in money receivable on our books."

"Then you do give a little credit?"

"Well, we have a few monthly accounts. For instance, sometimes a customer whom we know to be financially sound, and whom we have found to keep his word with us, comes and asks us for one, two, three, or four weeks' credit, and we give it him. It would not do to make a hard and fast rule. There must be a little elasticity.

"Other merchants have also adopted the cash system, and to-day Ripley is practically a cash town, and I hope it will so continue to be," concluded Mr. Marquis.

The merchant who has not veracity in his store will not keep much else very long.

CHANGE OF TITLE.

Squire, Watson & Co., successors to Painchaud, Squire & Co., hardware manufacturers' agents, have sent out the following circular to their friends:

"We beg to advise our friends and the hardware trade generally, that the partnership heretofore existing between the undersigned under the firm name of Painchaud, Squire & Co., has been dissolved by the retirement of Mr. Painchaud, and that the business will be continued by Messrs. Squire & Watson under the firm name of Squire, Watson & Co., to whom have been transferred all accounts owed to the late firm and who have also assumed the liabilities of the old firm."

(Signed)
J. A. PAINCHAUD.
W. W. SQUIRE.
E. K. WATSON.

"The new firm will retain all the agencies of the old firm and take this opportunity of thanking the trade for their liberal support in the past to the late firm, and shall do all in their power to merit a continuance of same."

SQUIRE, WATSON & CO.

BLUE ROCKS BLUE ROCKS BLUE ROCKS

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

H. G. COLLAMORE.

THERE are many popular commercial travelers on the road. Among them is H. G. Collamore, who for the last ten years has represented in Northern Ontario the wholesale crockery house of W. J. Reid & Co., London.

But a traveler to be successful must also be able to sell goods, and this H. G. Collamore can do as well as the best of them. A country merchant who has known him for a number of years paid this tribute to him the other day in my hearing: "He is a most persistent fellow. He will stick to a prospective buyer like a leach; but judiciously so, mind you. He doesn't say much, but what he says is to the point. He is a very fine fellow. I am speaking from personal experience."

His fellow-travelers recognize his ability as well as his customers. For a number of years he has been a director of the Western Ontario Commercial Travelers' Association, and last year filled the office of second vice-president of that organization.

SANDERSON PEARCY AND CO. BURNED OUT.

The paint and oil warehouse of Sanderson Pearcy & Co., 61 to 65 Adelaide street west, Toronto, was badly gutted by fire on Tuesday morning.

The fire apparently started in the southwest corner of the second storey, and before it was extinguished had crept into every nook and corner of the building, in spite of the fact that a general alarm was sounded, and all the fire sections in the city were present.

The cause of the fire is a mystery. The only fire in the building was in a water boiler situated in the basement, and the offices and warerooms are lit by electricity.

It was several hours before the fire was subdued. The walls are intact and the roof and flooring are partly preserved, but the loss to stock and building will be fully $20,000. The insurance was $15,600.

The building is four storeys in addition to the basement, and is 50 feet wide by 114 deep, and has been occupied by Sanderson Pearcy & Co. since September, 1894.

The building was fitted throughout with an automatic fire alarm system, but it did not give an alarm until after the brigade had reached the scene of the fire. Hose was also in readiness in case of fire, but unfortunately the fire started before the staff came down to work.

Fortunately the firm's large annex warehouse in the rear of the main building was untouched by the flames, and as some $10,000 worth of stock was stored there it has been enabled to do business right along, a building at 114 Bay street, having been secured as temporary offices.

Workmen are now busily engaged in removing the debris from the burned building, and the work of re-construction will begin forthwith.

Messrs. A. A. McMichael and Andrew Muirhead have been appointed adjustors, with Mr. W. H. Evans, of the Canada Paint Co., as umpire or referee in case of dispute.

PERSONAL MENTION.

MR. JAMES DEWAR, hardware merchant, Clifford, Ont., was in Toronto this week, accompanied by his son. Mr. Clifford is a member of the Executive Committee of the Ontario Hardware Association, and his report in regard to that organization was favorable.

Messrs. T. H. Clendinning, of Sutherland, and J. Hackett, of Horning's Mills, were in Toronto this week.

Mr. Joseph T. V. May, of Philp & May, Cannington, was in Toronto this week on business. Mr. May was, in January last, for the third time elected reeve of the town.

Mr. Frank Bishop, the junior partner in the popular Brantford firm of Bishop & Son, spent Thursday in Toronto. Mr. Bishop, notwithstanding their large miscellaneous trade, found time to dispose of 65 bicycles last year, and expects to reach the century mark in 1897.

Mr. George Verry, who represents the Toronto Lead and Color Co., of this city, and the Alabastine Co., of Paris, Ont., was in town on Friday after a month's tour amongst his customers. He reports business brisk, and expects some good orders from now until the end of the season.

SYSTEM FOR DOING BUSINESS.

A system for taking care of and giving a complete check on the transactions which occur between clerks and customers, is one of the greatest needs of a retail store. On account of the great number and varying amounts of the sales which are made each day, it is necessary, however, that such a system be simple and easy to understand and operate.

Within the last few years several systems which combine accuracy and simplicity have been introduced by the National Cash Register Co., of Dayton, Ohio. In addition to taking care of and giving an absolute check on all transactions, these systems tend directly to increase cash trade, and also serve as a first-class advertisement of the grocer who uses it.

To any grocer who will send his name, address, number of clerks employed, and percentage of business done on credit, together with a rough diagram of his store, showing location of counters, bins, cash drawers, show windows, etc., to Department "P," the National Cash Register Co., Dayton, Ohio, they will send a handsomely printed pamphlet, describing one of these systems, as used by many of the most successful grocers in the country.

MAXIMS FOR ADVERTISERS.

Honesty is the best advertisement.

There is no politics in an advertisement.

An advertisement pulls in every direction.

Business needs advertising as the flowers need rain.

When a merchant drops his advertising something is going to break.

Advertising is the locomotive that butts the bull of dullness off the bridge.

Praying without ceasing is to religion what advertising without ceasing is to business.

The larger the cheque the advertiser draws, the larger the trade the advertisement draws.

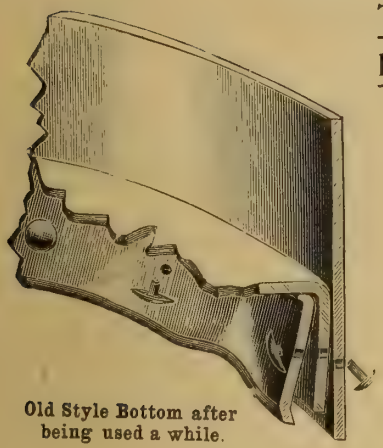
As all roads lead to Rome, so do all advertisements lead to the advertiser's place of business.

An advertisement is an inclined railway down which trade slides without pushing and lands in the advertiser's bosom, as it were.—Fame.

MILK CAN TRIMMINGS

Established 1860.

Incorporated 1895.



Old Style Bottom after being used a while.

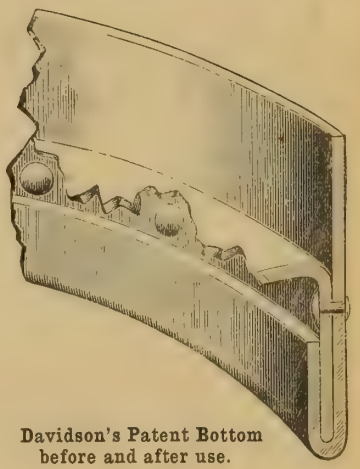
The reason why our Milk Can Trimmings have become so popular . . . .

The accompanying illustrations show very clearly how much superior Milk Can Bottoms, with Outside and Inside Hoop made in one piece for the bottom to fit into, are to the 3-piece bottom.

Rivets are actually not required, although we rivet all our bottoms, but if the rivets break there is no possible chance for the bottom to give.

Nothing but the very finest quality of steel can be used in the manufacture of our Patent Milk Can Bottoms; all Top Hoops shouldered.

If you have not already handled our Milk Can Trimmings, send for sample set, when it will speak for itself.



Davidson's Patent Bottom before and after use.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

HAT AND COAT HOOKS

JAPANNED AND COPPERED

Wardrobe Hooks

JAPANNED AND BRASS

CEILING HOOKS

BRONZED

Closing out the above at special figures. Write for quotations. We will make prices interesting.

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 FRONT ST. W. TORONTO.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, FEB. 19, 1897.

HARDWARE.

THOUGH there is a moderate volume of business passing in general hardware, orders are still strictly confined to actual wants, and travelers report unanimously that buyers cannot be induced to go beyond what they need in the near future. On the whole, trade is, if anything, quieter than it was last week, for with the manufacturers of staples like wire and cut nails holding special meetings here this week, there is an unsettled feeling regarding values. At this writing no changes have been announced but there is a general expectation that some alteration will result from the meetings now going on.

BARBED WIRE—Business is inactive both for prompt and forward delivery. We quote as follows : $2.90 per 100 lbs. Freight prepaid on 1,000 lb. lots to points where freight rate does not exceed 25c. per 100 lbs. ; on spools lighter than 75 lbs. 10c. extra. Terms : 60 days, or 2 per cent. off 30 days. No guarantee against reduction in prices.

PLAIN WIRE—The reduction has not induced any appreciable improvement in the demand. Discounts: 25 per cent. 4 months or 3 per cent., lots of less than 1,000 lbs. f. o. b. Montreal.

WIRE NAILS—Makers are meeting this week and changes are expected. Discounts are : 80 and 2½ off f. o. b. Montreal, in this province, and 80 off in Ontario, with delivery of 10-keg lots where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—Business is dull and values have an easy tendency. Makers meet this week. In the meantime we quote the basis $2.30 f.o.b. Montreal, for this province.

HORSE NAILS—Continue quiet and without change at 50 per cent.

HORSESHOES—The feeling is steady here, jobbers generally sticking to the regular scale. We quote f.o.b. Montreal : Iron shoes, $3.25 ; steel shoes, XL 3 and 4, $4.50 ; ditto 0 and 2, $5.25 ; assorted, $5; steel toe weights, $5.50.

SCREWS—Trade is moderate. Discounts are : Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Demand is light, with discounts at 10. to 12½ per cent.

CARRIAGE BOLTS—There have been a few small orders at 60 per cent.

TIRE BOLTS—These have moved on the same lines as carriage bolts. Discounts are 60 and 10 per cent.

IRON RIVETS—Only a moderate business passing. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS, ETC.—Without change at 50 and 10 on copper, and tinned iron, 65 and 5.

WASHERS—Unchanged, at 55 per cent.

CORDAGE—A few fair sized orders were noted this week, but enquiry is still the reverse of brisk. We quote : Sisal, 7 to 7½c. for 7-16 and upwards and manilla, 8¼ to 8¾c. for 7-16 and upwards, and 8¾ to 9¼c. for the smaller sizes.

SPADES AND SHOVELS—There is a moderate demand for shovels of the cheaper grade. Values are unchanged.

AXES—Small lots of axes are moving at $5 to $9.

CUTLERY—Without feature.

BUILDING PAPER — Business moderate under a small enquiry. We quote : Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—Discounts range from 40 to 65 per cent.

CEMENT—Without change, except a fair enquiry for spring importation. We quote : English, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS — Continue dull, at $17.50 to $22.50 per 1,000, as to brand.

WARE—Enamelled iron ware is enquired for in a small way, also sugar making and dairy tinware.

METALS.

There has been a fair trade in heavy metals for the season, and some fair-sized orders have come forward for spring shipment The tone generally is steady and values show no change with the exception of tin plates, which are very scarce on spot, and prices are firmer than they were last week.

PIG IRON—The market is steady at former quotations. We quote : Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50 ; Summerlee, $20 ; Carron, $20; Ayrsome, No. 1, $19 ; Eglinton $18, and Carnbro', $18.

BAR IRON—The market for bar iron is quiet, and prices are unchanged at $1.50 to $1.55.

BAND IRON—Business dull and prices steady at $1.75.

HOOP IRON—Continues quiet on the basis of $2.25.

SHEET STEEL—The range is from $2.60 to $2.70, and business extremely quiet.

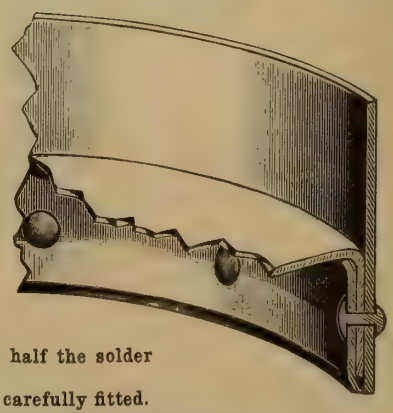
SHEET IRON—Prices are nominally un-

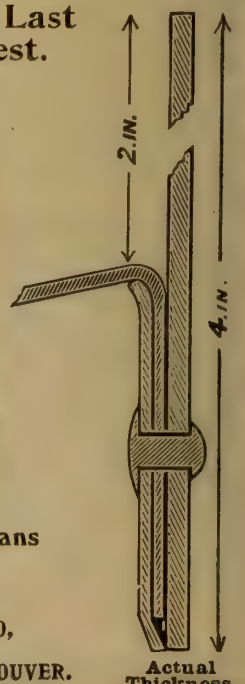
MILK CAN } TRIMMINGS That Last Longest.

For Durability

There is no equal to the

3-piece bottom.





Actual Thickness.

No portions of the material are broken in bending.
The bottom cannot spring or break away from body.
Being firmer, they take only half the solder used on others.
All hoops are shouldered and carefully fitted.
All parts have bright tin edges that are easily soldered.

Full Stock of Tinned Sheets for Milk Cans and Cheese Vats always on hand.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

The Dominion Wire Rope Co.

299 St. James St., and 10 Victoria Sq. (LIMITED)

Manufacturers of MONTREAL

WIRE ROPE

For.....

Hoisting, Mining, Elevators, Guys, etc. — Clothes Lines and Semaphore .....Wires

(Send for 1896 Catalogue—P. O. Box 2274.)

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

·FIREBRICKS·

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

changed. The base price is $2.50, with very few transactions passing.

GALVANIZED IRON—There has been little done for import as yet. Business from stock is light and prices unchanged at $4.75 to $5.

TINNED IRON—Quotations are unchanged on the basis of $5.50 on gauges up to 20. Business is light.

LEAD PIPE—Continues dull at 7 to 7½c., with 30 and 5 off.

PIG LEAD—Very little doing except in a small way. Prices are unchanged at $3.75.

INGOT TIN—Small lots have moved at 16½c. and we quote 16 to 16½c., according to quantity. Outside reports continue of a firm tenor.

INGOT COPPER—The firm feeling continues, but business in dull and prices unchanged at 12 to 13c.

SHEET COPPER—Firm but quiet at 17½ to 18c.

IRON PIPE—Dull but steady. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE—Firm but quiet at $2.50 to $2.65.

TIN PLATE—Prices on these are 15c. firmer under extremely light stocks, while demand has been fair for the same reason. We quote: Coke, I.C., $3.25 to $3.45; coke wasters, $2.90; charcoal, I.C., Alloway, $3.45; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do, I.X,, $4.50.

COIL CHAIN—There have been further low offers of American coil chain, but buyers do not appear to be very urgent.

BOILER PLATE—Steady and unchanged at $1.90 to $2.

TERNE PLATE—Without activity, but firmly held at $5.85 to $6.25.

SOLDER—A few small orders are filled at 10½ to 11c.

SHEET ZINC—Quiet and steady at $5 to $5.25.

SPELTER—Dull and unchanged at $4.50 to $4.70.

ANTIMONY—Nominal at 10c.

SCRAP IRON—Nothing doing, prices ruling steady at $13 to $14.50 for wrought and $10 to $12 for cast.

GLASS.

There is a fair enquiry for glass, quite a few orders for spring shipment being noted this week. Values are very firmly held. We quote: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

Business continues to gather strength both for present and April delivery, and the various manufacturers are now fairly well employed. English quotations for dry white

W. G. HARRIS

Wholesale Buyer

. . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

The Very Best Varnish

For any hardware or paint dealer to sell is

PERFECTO VARNISH

It is made specially for this purpose. It is a good, old-fashioned, durable, glossy varnish that keeps its brilliance. Is very easy to work. It is put up in nicely labelled tins of ½-pints, pints, ¼-gallons, ½-gallons and 1-gallons. Ten gallons assorted in a case. A liberal supply of attractive business-bringing advertising matter goes with each shipment.

We would like your trade.

. . . . Write us.

The Sherwin-Williams Co. VARNISH WORKS,

St Patrick St., - - MONTREAL.

WALTER H. COTTINGHAM,
Man. Director Canadian Dept.

and red lead are five shillings per ton higher, and there is every prospect of prices continuing firm for the season. No advance is reported by grinders here, who repeat last week's quotations.

WHITE LEAD — Steady. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—In good demand and prices firm under light stocks. We quote: 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—In increasing demand; first grade $1 and second ditto 90c.

PUTTY—In bulk, $1.75, and in bladder, $1.90.

GUM SHELLAC—Quiet at 28c.

PARIS GREEN—A good business reported for forward delivery; drums 15c., pounds 16c.

LINSEED OIL—Market steadier owing to demand setting in, but price is unaltered. We quote: Raw, 46c.; boiled, 49c.; 5-barrel lots 1c. per gallon less.

TURPENTINE—Was advanced 1c. as we anticipated. We quote: 44c., and very firm at that figure.

VARNISHES—Fair trade doing at curren rates.

SEAL OIL—Steady at 48 to 50c. for steam-refined, and 40c. for straw seal.

CASTOR OIL—Frm under strong foreign advices, at 9 to 9½c.

NAVAL STORES—Continue quiet We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

All heavy chemicals are quiet and no forward business is yet reported. We quote as follows: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50.

HIDES.

Continue dull but steady. We quote beef hides unchanged at 7, 6 and 5c.; lambskins at 90c. and calfskins at 7c. for No. 1, and 5c. for No. 2.

PETROLEUM.

A fair trade is passing in petroleum. We quote: Canadian refined, in car lots, 15½c.; smaller quantities, 16½c.; American pure white, in car lots, 18c.; water white, 20c., and Astral, 22c., less 2 per cent. In small lots pure white is quoted at 19c.; water white at 20½c. and Astral at 22½c.

ASHES.

Ashes rule quiet and steady. We quote: First pots, $3.35 to $3.40; seconds, $3.05, and pearls, $4.50.

COAL.

Dull but steady. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4 per ton of 2,000 lbs.

MONTREAL NOTES.

The anticipated advance of 1c. has been established in turpentine.

English quotations on dry white and red lead are 5s. per ton higher this week.

Owing to the extremely light stocks, holders of tin plate have advanced cokes 15c. and charcoal 10c. per case.

Advices from the South continue very strong on turpentine, there being an advance of over 2c. in less than a fortnight.

The cut nail and wire nail manufacturers are in session here this week, and the general expectation is for some further change in values.

ONTARIO MARKETS.

TORONTO, Feb. 19, 1897.

HARDWARE.

THERE is not very much that is interesting in trade this week. A few changes have taken place in prices, but they are not of much importance. Sisal and manilla rope is from ⅜ to ½c. lower. Double pointed tacks are a little lower, the discount having been increased slightly. Two new sizes of clinch nails, namely 1⅝ and 1⅞ inch, have been added to the wire list There is scarcely anything doing in barb wire. A few small orders are being received for annealed, oiled and galvanized. Wire and cut nails rule dull. An improved demand is to be noted for horseshoes and horse nails. Trade in churns is beginning to open up. A fairly good demand is being experienced for spades and shovels. Business in enamel and tin ware has fallen off a little. A brisk trade is opening up in gas and oil stoves.

BARB WIRE, ETC.—There is very little being done either in the way of booking orders or for prompt shipment. We quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. No guarantee against change in either price or tariff. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—A few orders are coming in for annealed, oiled and galvanized, and a good many enquiries for prices are coming in. Business in general, however, is small. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—Quite a few orders have been received for coppered spring wire. We quote: Tinners', coppered iron and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS—A few orders are coming in daily, but in general the volume of

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A FRIENDLY BRUSH.

There's no more pleasurable sensation than riding along a good, smooth road at a lively clip on a bicycle in which you have perfect confidence.

The Stearns is a wheel to be trusted. On the level, it runs without an effort; the labor of an up-hill climb is lessened by its lightness and ease of running; down the hill, over stones and "thank-you-mums" its strength comes into play.

For an all 'round wheel you cannot do better than buy a Yellow Fellow; you may easily do worse.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS. TORONTO. 59

Agents Wanted in unrepresented districts

MONTREAL ROOFING COMPANY

MANUFACTURERS OF

Improved Steam Condensing Exhaust Pipe Heads . . .

For attaching to Outlet of Pipe above roof. . . .

OFFICE AND WORKS:

Cor. Latour St. and Busby Lane MONTREAL

business is far from satisfactory. Two new sizes of clinch nails, namely, 1⅝ and 1⅞ inch, have been added to the list by the manufacturers at their meeting which is being held in Montreal this week. They are listed at 13 and 12c. respectively. Discounts, 80 per cent. Ontario, with 10-keg lots delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 and 10 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f.o.b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—Are exceedingly quiet. Base price, $2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS — Business is fair. Discount, 50 per cent.

HORSESHOES—Trade has improved, the volume of business in iron shoes during the past week having been larger than for some time. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

TACKS—The manufacturers heve reduced the price of double pointed tacks, the discount having been increased to 90 and 25 per cent., instead of 90 and 12½ per cent. as formerly.

SCREWS — Trade is moderate. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE — Orders are numerous, but quantities wanted are small. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS — The improved demand noted a week ago appears to have been maintained. Discounts: Carriage bolts, 60 per cent.; tire bolts, 60 and 10 per cent.

RIVETS AND BURRS—Trade is moderate. We quote: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—A reduction of ⅜ to ½c. per lb. is to be noted in sisal and manilla respectively. The slight improvement in the demand noted last week has been maintained. We quote: Sisal, 7-16 in. and larger, 6⅜c.; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Trade is opening up, a nice business now being done. The discounts are 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Trade is fair. We quote: "Royal Canadian," with brass corners, at $29.50 and the "Lightning" at $30 per dozen, usual terms.

SPADES AND SHOVELS — Are going out freely, principally in the cheaper qualities. Stocks are fairly well complete in all lines. Discount, 45 per cent.

AXES — A few small lots are going out. Prices range from $5.25 to $9 per box.

BUILDING PAPER— Business is light. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING — Not much doing. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

ENAMELLED WARE—A steady trade is being done, although the volume of business is not as large as it was.

TINWARE—A few orders are being received for milk can trimmings, and a little better demand is being experienced for creamery can fixtures. Sap buckets so far have only been moving slowly.

CEMENT — Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

METALS.

Copper and tin are a little higher, but other lines remain much about the same. Business on the whole is quiet.

PIG IRON—Bessemer pig has advanced 25c. per ton in Pittsburg this week. The pig iron market generally rules quiet. Locally there is no feature to note, and domestic is nominally quoted at $16.50 for No. 2.

BAR IRON—There is no improvement. The base price, f.o.b. factory, is $1.40 to $1.45, and from stock $1.50 to $1.55 is the idea.

HOOP AND BAND IRON—While there is a fair quantity going out, trade is not as brisk as it was. We still quote $2.25 per 100 lbs.

SHEET STEEL—The demand this week is principally for the No. 2, instead of the No. 1 quality, although business in the latter still remains fair. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON— The improvement noted last week has been maintained. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—Shipments from stock are increasing, and orders for import are coming in more freely. We quote: Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

TINNED IRON—No large quantities are yet moving, but enquiries for prices are coming in freely. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Quiet and unchanged. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Quiet. Discount, 60 and 5 per cent.

PIG LEAD—Demand is only for small lots. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER — Prices are being held fractionally higher than a week ago. We quote large lots at 12⅝c. and small lots at 12⅞c.

INGOT TIN—Wholesalers are also quoting higher figures on ingot tin, namely, 16¼ to 16½c. For large quantities these figures can be shaded.

SHEATHING COPPER —Case lots are now being held at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE — Business is flat. We quote: ¼-inch, 60 and 5 per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 50 per cent.; ¾ to 2 inch, 50 and 5 to 50 and 10 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Quiet. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Dull and unchanged. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES— Business has improved, the demand now being active. Orders are principally for charcoal, although there has been a fair demand for special sizes of cokes. We quote: Cokes, $3.15 for 14 x 20 and $6.25 for 20 x 28; charcoal plates, $3.50 basis for good brands.

COIL CHAIN—Quiet and unchanged. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES—Are being called for oftener than they were. Shipments are, however, small. We quote: I C, $6; I X, $8.

SHEET ZINC—Trade is quiet. We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Still quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Is in fair demand. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

Shipments of window glass from stock are small, but import orders are being freely booked. The average price for import, first break, is about $2.30. This cannot, however, be taken as a general figure owing to the difference in freight rates to the different points. Where some prices can be shaded below the figure given, others will have to be advanced fully 25c. per case. We quote from stock: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond than at the latter points.

OLD MATERIAL.

Business is quiet and prices unchanged. We quote: Agricultural scrap, 45to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

PAINTS AND OILS.

Business is gradually assuming a spring-like character, and orders are coming in pretty well assorted. The established prices for white lead are well maintained, and the shipments, while not heavy, are encouraging. Paris green is sluggish, quite a contrast to this time last year. At the present quotations for the primary chemicals on this article prices are low and the dealers declare that one can hardly make a mistake in purchasing at the quotations given. Collections have improved somewhat, although the jobbers who cater for the painters' trade say these tradesmen are pretty hard up and require a great deal of nursing. Several round lots of white glue have been placed this week in view of the kalsomining season

MOST PROFIT

Is made in the long run on goods that give to customers best **SATISFACTION.**

NICHOLSON FILES ARE THE **Best Sellers**

Because they have had a **Universal Reputation** for 30 years of being the **STANDARD of AMERICA,** and they are well known to be **UNIFORMLY RELIABLE.**

NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A

LARGEST PRODUCERS IN THE WORLD.

coming on. There is likely to be a scarcity of Paris white and whiting, and there is no disposition to cut on these articles. Shellac is easier, advices from Calcutta stating that "The demand is very light and but little business passing." This is the only line which has sagged to any appreciable extent. There is a fair market for coach colors. Liquid and domestic paints have been galvanized into life, and the retail salesman will soon be busy expatiating on the qualities of his favorite brands of ready-mixed paints. Borax remains quiet, with a limited enquiry, chiefly from bicycle manufacturers. Putty is higher, at $1.90 to $2.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; 10 to 20 barrels, 45½c. Boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c., 10 to 20 barrels, 48½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE — We quote as follows: 1 to 4 barrels, 44c.; 5 to 9 barrels, 43c.; 10 to 15 barrels, 42c.: freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

PETROLEUM.

Pratt's astral is quoted a little lower. Business continues fair. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7¼ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5c. to 6c for No. 2. Sheep and lambskins, 90c. to $1.

WOOL—The market is dull and featureless. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Putty is advancing.

Copper and tin are fractionally higher.

Sisal and manilla rope is ⅜ to ½c. per lb. cheaper.

The discount on double pointed tacks has been increased to 90 and 25 per cent.

The Canada Paint Co. Toronto, is in receipt of some heavy shipments of glue of all grades from New York, Chicago and Montreal.

H. S. Howland, Sons & Co. are taking another shipment of "White Mountain" ice cream freezers into stock. They have also taken into stock a carload of "Daisy" barrel churns.

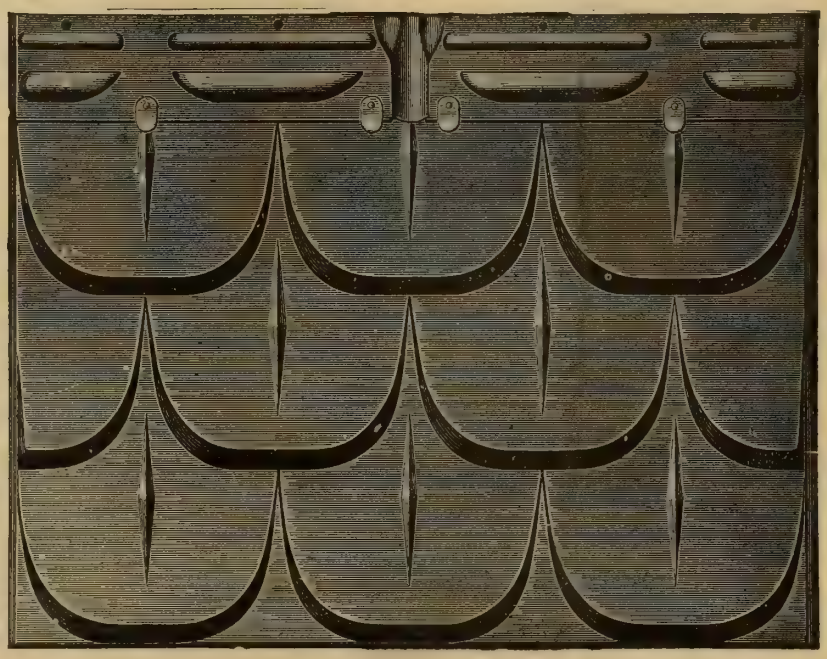
H S. Howland, Sons & Co., carry a full line of Nicholson files in stock. They have been Toronto agents for these files for a number of years, and report that their sales are steadily increasing.

EASY.. TO SELL TO APPLY

JUL 17 1897

Pedlar's Patent Steel Shingles

Low enough in price to compete with wooden shingles.



Do you know of anyone building a barn or house this season?
If so, why not sell them a PEDLAR METAL ROOF?

JUL 17 1897

GOOD Agents are a necessity in our business.

We offer **Good** inducements to **Good** men.

Rock-Faced Stone Siding

When properly painted and sanded these sidings are not distinguishable from stone.

Manufactured only by

THE PEDLAR METAL ROOFING CO.

Head Office and Works: OSHAWA, ONT.

UNITED STATES MARKET.

New York, Feb. 19, 1897.

Pig Tin—Decidedly better quotations from London was about the only feature of interest. The news naturally operated to stiffen values here slightly, since spot stocks are mostly in quite good position, but speculation failed to develop any life, and general report indicated that merely fair purchases were made for consumption or interior trade. Prices stood tat about 13.45 to 13.50c. f.o.b. for round lots, prompt delivery. Shipments from Singapore during the first half of February were 700 tons to the United States, 1,800 tons to England and 180 tons to the Continent.

Copper—The venturesome low quotations made in certain quarters yesterday were practically withdrawn, and, in one instance, official bids of 11.90c. for Lake Superior ingot were substituted. That some small sales have been made this week at slightly modified prices is probable, but producers generally remain firm, and seem undisturbed by the slowness of export demand and moderate home trade purchases of late. Lake Superior ingot was generally quoted at 12c., electrolytic at 11⅝ to 11¾c., and casting stock at 11⅜ to 11½c., according to brand.

Pig Lead—There was a substantial rise in prices and the market closed strong, with buying interest quite brisk and offerings unusually reserved, both in this quarter and at the west. The greater portion of if not fully 500 tons changed hands at 3.30 to 3.35c. on spot for early shipment, while smelters asked 3.37½c. on that basis at the close. London cable quoted £11 12s. 6d. for soft Spanish.

Spelter—Dealings are still moderate in this quarter, and the demand is chiefly for small quantities. Prices remain at about 4.05 to 4.10c. for prime western. London cable quoted £17 10s. for good merchant brands.

Antimony—Jobbing sales continue fair and prices remain quite steady. Regulus quoted at 7¼ to 7½c. for Cookson's, 6¾ to 7c. for Hallett's and 6½ to 6⅝c. for Japanese.

Tin Plate—Business is quite as slow and the demand as bare of vigor as it has been previously this month. Orders for American plate average comparatively light despite the lowness of prices and business in foreign makes is mostly of retail character.

Iron and Steel—There is no improvement in the local pig iron market. Sales agents report very commonplace dealings and tame demand from all quarters, while dealers are putting through scarcely anything more than retail sort of business. From other quarters the reports are not a great deal more cheerful as regards foundry or forge iron, and, besides being dull, the market shows rather weakish undertone. In the instance of some southern brands our inside quotations are occasionally shaded slightly.

Regarding late business in steel, some rather surprisingly large estimates are being made. That these may overstate the actual sale is not wholly improbable, but evidence is not wanting that recent estimates of 500,000 to 600,000 tons do not cover the transactions to date. From sources upon which some dependence may be placed, the statement was made that fully 1,000,000 tons have been ordered, 850,000 of which are credited to the Illinois, the Carnegie and the Lackawanna companies.

AN EASTERN TOWNSHIPS FIRM.

Hardware and Metal was this week shown through the extensive warehouse of J. S. Mitchell & Co., Sherbrooke, Que. This firm does a large jobbing trade, supplying their customers at Montreal prices. Besides their premises on Wellington street they have two large warehouses situated at the G.T.R. depot in order to facilitate shipping.

A notice published recently in Hardware and Metal in reference to their firm brought them replies from all parts of the Dominion, including Nova Scotia and British Columbia..

EXPORT TRADE VIA ST. JOHN.

The people of St. John, N.B., were much pleased with the success of their first winter's business, but the increase during this, the second winter, has been so far satisfactory beyond expectation.

Last year, up to the present time, but 13 steamers engaged in this business had cleared from the port; this year the number is 21. Last season Liverpool, London and Glasgow were the only ports to which cargoes were taken ; now Belfast and Dublin have been added.

Three years ago the exports for this period were valued at only $318,000. Last year they increased to nearly $1,000,000, and this year they are already over $1,500,000. In United States product alone the increase from last year is over 1,000 carloads.

The advantage to St. John is very great, upwards of $1,000 being paid in wages per day since the first week in December.

The steamers to London have had the largest business, but the shipments to Liverpool have been large, and they are increasing so fast that the Beaver Line have made arrangements to have one of the large steamers of the Elder-Dempster Co. make two trips from St. John. This steamer is the Assaye, of 4,900 tons register.

TRADE CHAT.

WHEN the tempest broke, the roof of the barn struck the tenderfoot in the chest, a haystack fell upon his head, and a cord of wood pinned his feet to the ground. Tears sprang to his eyes. "It reminds me," he sighed, "of sitting in a crowded trolley car when it goes round a curve. Ah, me ! "—Detroit Journal.

G. W. Stull, of Guelph, has shipped 20,000 pounds of tallow to London, Eng., for the purpose of testing the advisability of opening up a trade there.

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

We make a specialty of . . .

• High-Grade •

Bar Iron

REFINED and NORWAY

THE

Guelph Norway Iron & Steel Co., Ltd.

Rolling Mills, GUELPH

SANITARY SLUMBERS

Are enjoyed most fully in beds that are strictly sanitary in their construction. Nothing surpasses our

BRASS AND IRON BEDSTEADS

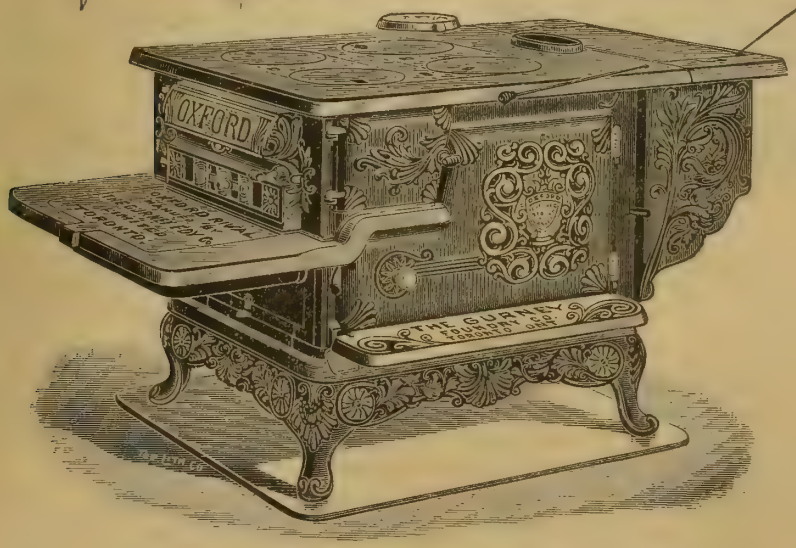
In the way of neat appearance, finish and design. Drop us a line for particulars. The goods are just what careful buyers are looking for.

HAMILTON HARDWARE CO., - HAMILTON

Popular Everywhere

OUR

OXFORD RIVAL



Is the Best Wood Cook ever produced . . . .

It gives unbounded satisfaction, being well known and valued all over the country.

Made in 3 sizes, with or without reservoir. With a larger oven and firebox than any other stove of its class.

The largest size has an oven 26 x 27 x 14½, with a 29-in. firebox and feed door, which takes extra large wood.

Write us for Details. The price is specially reasonable

The Gurney Foundry Co., Ltd. - Toronto

THE GURNEY-MASSEY CO. LTD., - MONTREAL.

Plumber and Steam-Fitter

IT is now between the seasons in the plumbing trade, and master plumbers have very little to do. It is too early for overhauling work, and while some figuring for new work is going on there are no contracts of importance being let.

AN APPEAL TO PLUMBERS.

The Master Pumbers' Association of Toronto have issued the following circular to the members of the trade who have not yet joined the organization .

TORONTO, February, 1897.

Every man who understands his business, and who is honestly conducting a legitimate plumbing business (no matter how small it may be), has as good a right to be in the business as those who are at the top of the ladder. And it is the object and intention of the Master Plumbers' Association to make no distinction, but to unite all who are legitimately engaged in the plumbing business for the following purposes :

1. To bring the members together in social intercourse ; to create a friendly spirit ; to interchange ideas and to raise the standard of our craft.

2. To prevent dishonest and unqualified parties from imposing on the public as master plumbers, and bringing disrepute upon the whole trade.

3. To use our united efforts to induce the manufacturers and supply men to confine the sale of goods to master plumbers.

4. To agree upon a uniform price for our goods, as all other self-respecting tradesmen do.

The Master Plumbers' Association of Toronto is now a part of the National Association of Master Plumbers of the Dominion of Canada, which has now over 7,000 members on the roll.

If you are already a member of the association, are you a loyal supporter? Are you doing your part towards the accomplishment of our objects ?

If you are not yet a member, cannot you see that it must be to your ultimate benefit to become one, and help to raise our profession out of the terribly disjointed condition it has been in in the past ?

The association has become a permanent institution, and as it has an enormous amount of work before it which it intends carrying to a successful termination, and, as considerable funds will be required to do so, the association has decided that it will be necessary to raise the entrance fee. Until April 1st the fee will be $3, after which date it will be $10.

Enclosed find blank form for application. Sign and enclose, with $3, to

F. W. ARMSTRONG, Secretary,
128 Bay street.

AFTER OFFENDING PLUMBERS.

The following is an extract from The Chatham Banner's report of a recent meeting of the Board of Water Commissioners of that city :

Secretary Weir reported that Scott & Flater had moved their meter across the street from the store where Gonne's grocery now is to their present store without having first notified the commissioners of their intention. After the meter had been removed from the first-named store, the pipes there had been connected, and Mr. Gonne has since been using the water without the knowledge of the commissioners. Mr. Weir said that he had endeavored to find out who the offending plumber was, but had not yet been successful. The responsibility was thrown entirely upon the plumbers, whose duty it is to report all such changes. It was decided to instruct the solicitor to prosecute or take such action as he deemed fit against all persons who have violated the bylaw or statutes. The commissioners are determined to compel the plumbers to respect the bylaws and statutes and all cases of infringement will be strictly dealt with.

HOT WATER HEATING HINTS.

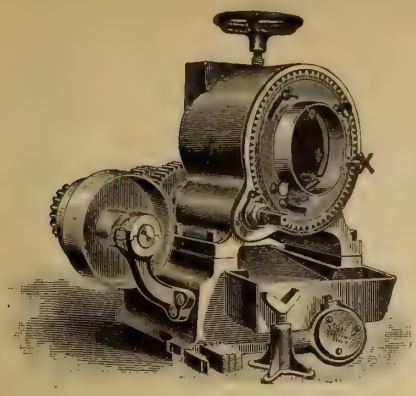
A record of some of the failures and troubles that have been met in practice would make interesting and profitable reading, but there are few who care to confess, says a writer in Metal Worker. An enquiry among at least a hundred fitters for frozen up and burst or wrecked water heating plants discovered but two. One was in a seminary, or rather a select school, run by two ladies. They left the building and boiler in charge of a friend and went away for the holidays. The friend not being familiar with the drafts did not feed the fuel strong enough, and one night after a long period of low firing leaving the water cool the fire went out and the mercury took a drop. The next morning a fire was built, and it was soon discovered that every radiator in the house had been burst by the water freezing. As the air which is present in water is forced out by being heated, the water in a heating plant freezes more readily than brook, spring, pump or water-works water.

It cost about $200 to make the repairs, and took two weeks, as the radiators were sent to the manufacturer to have new sections put in, that being cheaper than doing it at the school.

Another case came from draining the system and failing to fill it before starting a fire. The boiler failed to heat the house, and on investigating it was found to be sadly cracked, but as it did not leak the neglect to fill the system was remembered. It is said that the Lord protects the innocent, and it is probable that providential interference prevented an attempt to fill the boiler after the fire was started when a disaster would have resulted from a sudden formation of steam enough to burst the boiler with dangerous force. It made the sale of another boiler, however, which is good for the trade.

One of the sections of a boiler and a radiator in the warmest part of a building were burst in one case while there was a fire in the boiler, caused by the expansion of the water. The pipe to the expansion tank had been left uncovered in an exposed position, and during the night when the fire was low and the water cool this pipe froze solid. On firing up the next morning, which was very cold, the plant became practically a pressure system and the expansion of the water exerted force enough to burst the radiator and boiler section. A fitter immediately capped the radiator connection, plugged the boiler header, thawed the expansion pipe, filled the system and started fire until proper repairs could be made. Another similar trouble occurred owing to a leaky valve in the supply pipe which filled the expansion tank, and as the vent and overflow pipe passed through the roof with a downward turn, it froze up tight. Then the system became full of water, and the pressure that resulted when the fire was started burst a boiler section and radiator. These last two troubles would have been avoided if the expansion tank had been piped to keep up a circulation in it—that is, provided with both a flow and a return pipe and having an overflow pipe leading to some basin or sink, where the leak would have been detected. The pipes should also be arranged in unexposed positions or properly covered.

To prevent the loss of heat from a main that ran about 30 feet under ground to another building, and also to avoid freezing, as it was a 2½-inch water heating main, the following plan was adopted : A 4-inch cast iron plumbers' soil pipe was first run and the heating main passed through it. The soil



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS No. 23 Garden St. Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

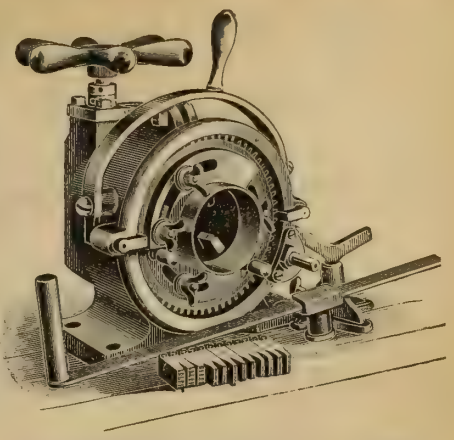
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ¼ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.

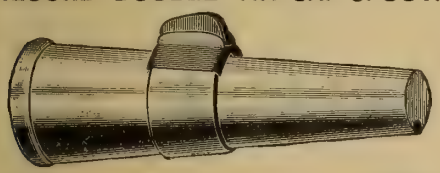


No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO CANADA.

RECORD DOUBLE TIN SAP SPOUT.



Cut Full Size. Manufactured by THE G. H. GRIMM MFG. CO., 84 Wellington Street, MONTREAL.

Garth & Co.

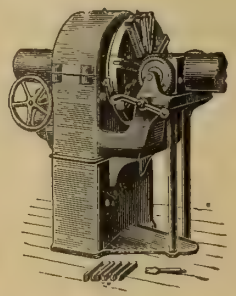
Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods
Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

Armstrong Pipe Threading



AND **CUTTING-OFF MACHINES**
(Hand or Power).

Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office : 139 Centre St. **Bridgeport, Conn.**

pipe was then covered with a layer of asbestos to protect a layer of thick hair felt. This was covered with an oiled paper, and a covering of mortar was added as the final protection. This was not as cheap as some other methods of insulation, but it speaks for itself in efficiency.

PLUMBING NOTES.

Dame Sarah Robertson, wife of John Watson, has been registered proprietress of the plumbing firm of John Watson & Co., Montreal.

Mr. J. H. Wilson, of Toronto, was mentioned in last night's paper as contractor for the heating in the Higgins block. It should have read the "Hiscox" block. The heating of the Higgins block is in the hands of Wm. Stevely & Son.—Advertiser, London.

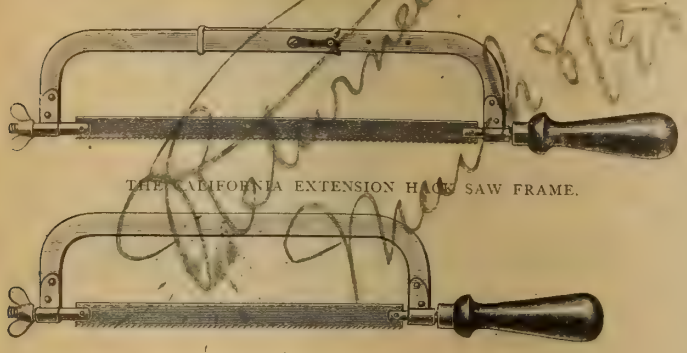
The following is from the Rat Portage correspondence of the Winnipeg Free Press : "Preparations for a busy building season are everywhere apparent. Mr. Louis Hilliard has already commenced work on the proposed improvements to the Hilliard House. He has also had the piles driven for the purpose of erecting a three-storey building, which is to embrace an opera house, as well as furnish accommodation for the mining exchange. The building is to be 55 x 125, and all the rooms are already rented. Mr. J. A. McRae, of Niagara Falls, will take a hand in the coming building boom. He contemplates building a number of residences."

MANUFACTURING HAIRPINS.

For ages the English and French controlled the manufacture of hairpins, and it is only within the last 20 years that the goods have been produced in other countries to any extent, says Pearson's Weekly. The machinery used is of a delicate and intricate character, as the price at which the pins are sold necessitates the cheapest and most rapid process, which can only be secured by automatic machines.

The wire is made expressly for the pur-

THE KNAPP & COWLES MFG. CO., Bridgeport, Conn.



THE CALIFORNIA EXTENSION HACK SAW FRAME.

SOLID STEEL BACK HACK SAW FRAME.

This Tool is made of Steel and so constructed that it can be easily extended from eight to twelve inches, and when saw is inserted in position it is as firm as a solid frame.

Every Hardware dealer should have our catalogue of popular specialties. Please send for it.

pose and put up in large coils, which are placed in a clamp, and so carried to the machine while being straightened. This machine cuts, bends, and by delicate instantaneous process, sharpens the point. Running at full speed, it will turn out 120 hairpins every minute. To economize, it is necessary to keep the engine going day and night.

The difficult part of the work is in the enamelling, which is done by dipping the pins in a preparation and baking in an oven. It is here that the most constant and careful attention is required, as the pins must be absolutely smooth and the enamel have a perfect polish. The slightest particle of dust causes imperfections and roughness.

TO REGULATE NITRATE EXPORTS.

THE South American nitrate combination organized about a year ago to control the production of nitrate is at present considering new plans for controlling the trade during the coming season. The present agreement extends until March 31, 1898. The output for the present year, that is, from April 1, 1896, to March 31, 1897, was fixed at 20,300,000 quintals, which was about 8,400,000 quintals less than the output of the previous year. The production that year, however, was unusually large.

Several of the companies included in the combination are owned by English parties and these have been considering a plan for controlling exports, as well as production, during the year. The essential feature of the plan is to restrict exports from the coast during the summer, which is the dull season, and by thus preventing the European market from becoming overstocked, reap satisfactory results from the trade in the busy season. It has accordingly been proposed by the English companies that from April to August of the coming season not more than 7,500,000 quintals shall be exported, while during the four months, from September to December inclusive, it is proposed to ship 12,500,000 quintals, making a total of 20,000,000 quintals for the nine months, though that quantity will practically cover the shipments for the entire year, as the shipping season ends about the first of the calendar year.

While, however, it is proposed to restrict exports, the English companies favor an increase in output to 23,500,000 quintals for the year ending March 31, 1898. This will, therefore, leave a surplus in the hands of the producers at the end of the year.

The English companies, it is understood, have already planned to base their quotos in accordance with this scheme and the proposition is now before the companies to see if they will co-operate. Advices from the coast as to the result of the plan are expected at any time. The general opinion among members of the trade here seems to be that the arrangement will be adopted. The combination includes about eighty manufactories, or practically all of imporance on the coast. It is being firmly held together, it is stated, with no threat of disruption.

The following table shows the output of the West Coast and also the total world's consumption for ten years past:

	West Coast Output. Tons.	World's Consumption. Tons.
1896	1,075,000	1,053,720
1895	1,220,000	1,042,920
1894	1,082 000	982,150
1893	933,000	890,470
1892	795,000	881,380
1891	783,000	927,260
1890	1,035,000	883,810
1889	930,000	734,860
1888	758,300	705,200
1887	693,000	552,110

Europe takes about eight months of the total product, the balance coming to this country. In Europe the article is used mainly for fertilizing purposes, but here its use is confined mainly to manufacturing, mainly in the powder, chemical and glass industries. As the soil of this country becomes exhausted, however, it is believed that the demand here will steadily increase.

Brantford's fire loss last year was only $1,528.50. In the last six years the losses were only $20,351.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

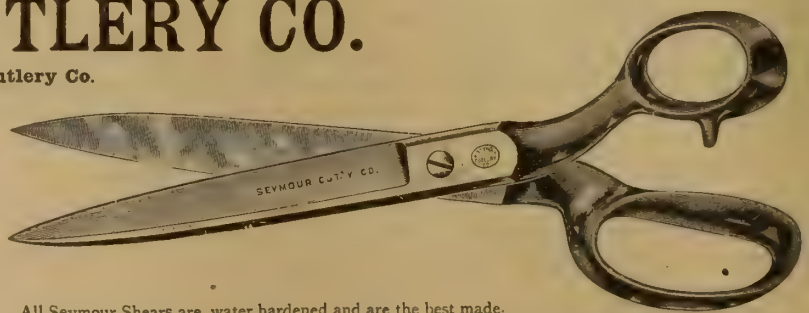
Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

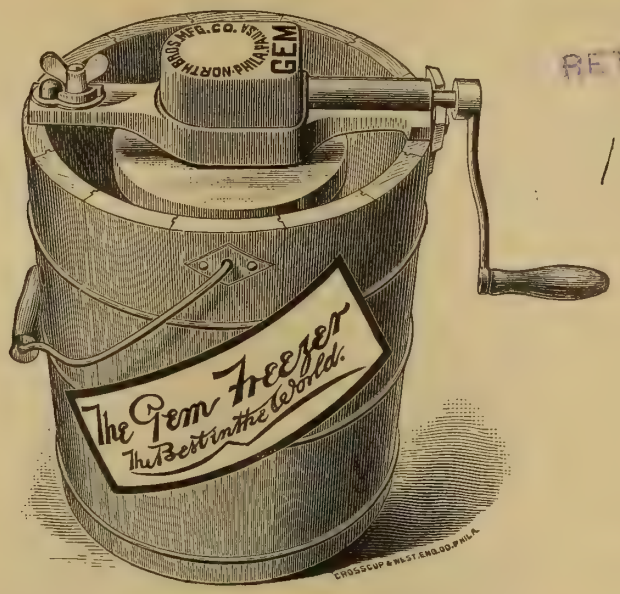
Shears, Scissors

and . . .

Sheep Shears



All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.



SIZES 1, 2, 3, 4, 6, 8, 10, 12, 14 Quarts.

THEY ARE

Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

The Gem Freezer
The Best in the World.

THEY EXCEL in

Easy running.
Quick freezing.
Economy.
Convenience.
Practical results.

The Gem Freezer
The Best in the World.

The Gem Freezer
The Best in the World.

CAVERHILL, LEARMONT & CO.

MONTREAL.

...HEADQUARTERS FOR CANADA...

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE Reid Bros. Manufacturing Co. Ltd., billiard supplies and bent pulleys, Toronto, has assigned and a meeting of creditors will be held 23rd inst.

J. A. Gagnon, general merchant, St Moise, Que., has assigned.

P. R. Pounder, general merchant, Forester's Falls, has assigned.

D. A. Bourgeois, general merchant, Fox Creek, N.B., has assigned.

E. Dupuis, general merchant, Ste. Julienne, Que., has assigned.

I. Hepp & Co., painters, etc., Halifax, have been seized under bill of sale.

Geo. E. Williams, harness, Londesborough, has assigned to R. McBeal.

W. Connerty, general merchant, Jasper, is offering to compromise at 75c. on the dollar, case.

J. E. McDonald, general merchant, Colborne, is offering to compromise at 50c. on the dollar.

E. H. Brockenbridge, general merchant, Aylmer, Que, is offering to compromise at 40c. on the dollar.

U. C. Trudel, general merchant, Shippigan, N.B., is offering to compromise at 35c. on the dollar.

Guimont & Devoyaux, general merchants, Cap St Ignace. are offering to compromise at 35c on the dollar.

S. Beaudin, general merchant, St Isidore la Prairie, is offering to compromise at 25c on the dollar, cash.

The offer of compromise of N. Markson, general merchant, Glen Robertson, has been refused, and the assets are to be sold.

PARTNERSHIPS FORMED AND DISSOLVED.

Forster & Hobbs, hardware, Tilsonburg, have dissolved. W. R. Hobbs continues.

A. Sweet & Co., general merchants, Winchester, have dissolved; A. Sweet continues under old style.

J. F. Middlemiss, tinware and stoves, Mitchell, Ont., has admitted John Rankin as a partner, under the style of Middlemiss & Rankin.

The Fox Cutlery Manufacturing Co., Montreal, has dissolved and W. W. Squire and Edwin K. Watson have been registered proprietors.

SALES MADE AND PENDING.

J. Wiggins, general merchant, Powassan, Ont, is advertising his business for sale.

The assets of Joseph Desmarais, general merchant, Asbestos, Que., are to be sold by auction.

The general stock of T. C. Howard & Co, general merchants, Sutton West, has been sold.

The assets of E. Prevost & Co., stove manufacturers, Montreal, are to be sold by auction 22nd inst.

The assets of A. Belanger, blacksmith, St. Henri, are to be sold 23rd inst.

The plant, stock, etc., of S. Bushlen, manufacturer rakes, etc., Port Elgin, are advertised to be sold by auction under chattel mortgage on 24th inst.

CHANGES.

M Wodlinger, general merchant, Altona, has sold out.

B. Schwartz has opened a general store at St. Casimir, Que.

Armstrong & Morrison, machinists, New Westminster, have removed to Vancouver.

E. Langford, general merchant, Morganston, has been succeeded by John A Anderson.

G A. Eastman, general merchant, Wheatley, has sold out to Stewart Anderson.

McTavish & Stinson, general merchants, Chesley, have been succeeded by Halliday & Stinson.

Crossman & Laws, foundry, Amherst, N.S,, have been succeeded by the Amherst Foundry and Heating Co. The latter company has also succeeded to the business of Knight & Black, stoves and tinware, of the same town.

FIRES.

Sanderson Pearcy & Co., wholesale paints and oils, burned out.

Lillian L. Croft, general merchant, Plainfield, has been burned out.

M. M. Hiles & Co., general merchants, Williamsford, have been burned out.

J. & G. Powell, general merchants, Tilbury Centre, have sustained loss by fire.

The warehouse of G. A. Dinwoody, agricultural implements, Neepawa, Man., has been burned.

DEATHS.

Joseph Fisette, locksmith, etc., Sherbrooke, is dead.

A STUDY OF SUCCESS.

The old gentleman was giving the boy advice, not so much because the boy needed it, as because he had more than he knew what to do with, and the boy might as well have it.

"Joshua," he said, "be polite ter everybody. Remember, ye ain't no millionaire, an' ye can't afford ter put on too many important ways."

"Well, I ain't so sure 'bout that," was the reply. "It seems to me they's lots o' people standin' 'round ready ter impose on ye of ye don't show some spunk."

"Ye hev ter bear lots o' things in this life. But it's work ez counts. Remember the little busy bee. He jes' keeps a-workin' an' a-workin', day in an' day out. An' they's mighty few bees, I'm given ter understan', as can't look back on their lives with satisfaction, and be p'nted out ter the neighbors ez a success; an' all because they jes' keeps on a-workin', an' a-workin'."

"That's so, father. But there's one trait of character 'bout the bee that you ain't dwelt on."

"What's that?"

"He don't 'low nobody ter sit on 'im."
—Detroit Free Press.

FOR SALE.

FOR SALE—ONE OF THE BEST HARDWARE businesses in Western Ontario; best stock and stand in town; a snap seldom offered; or would like partner. Address Box 7 HARDWARE. (8)

CANADIAN ADVERTISING AGENCY, LTD. TORONTO.

Your address and send two three-cent stamps to pay postage.

HANDY BUSINESS LIST OF CANADIAN PAPERS

ELEVATOR MOTORS.

Would a manufacturer of Electric Motors for elevators kindly correspond with this office as we have an enquiry from a probable purchaser? Address,

Canadian Hardware and Metal,
Board of Trade Building, Montreal.

CLOCK AND TOY MOVEMENTS
Cyclometers
Brass Models, Door Bells and Burglar Alarms
SEND FOR CATALOGUE
THE STAR MANUFACTURING CO.
New Haven, Conn.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc.
MONTREAL.

ALPHA CHEMICAL CO.
Berlin, Ont.
STOVE POLISHES—all kinds,
HARNESS OILS and SOAPS,
CEMENTS, LIQUID GLUE,
PINE TAR, NEATSFOOT OIL, Etc.
Write for Price List.

U. S. BUILDERS' HARDWARE EXPORTS.

The total value of exports of builders' hardware from the United States, according to figures furnished by the Bureau of Statistics, for the eleven months ending with November, 1896, were $5,587,548, while in the same period of 1895, they reached the sum of $4,310,057. The United Kingdom bought during the eleven months $1,186,-885, against $760,977 in the corresponding period of 1895. British Australia was next to Great Britain the largest consumer, having taken goods to the value of $847,243 for the eleven months of last year, this being an increase of $240,062 over the same period of 1895. In the month of November alone there was an increase of over 50 per cent. in the business as compared with November, 1895. Mexico was the largest purchaser of hardware on the western continent, having taken in the eleven months of 1896 $664,258, and in 1895 for the same period $338,657.

PRICES THIS YEAR.

The statement is made by H. A. Lozier, a western bicycle manufacturer, that the price of a first-class bicycle in the season of 1897 will be $100, all the manufacturers of high grade wheels having come to an agreement on that basis. Mr. Lozier added: "The past year was a most disastrous one among the manufacturers of bicycles. When the season opened 210 firms in the United States were competing with each other in the trade, of which 135 failed or went out of the business during the year, leaving the field open to 75. These firms turned out 900,000 wheels, good, bad and indifferent. Most of them, however, were fairly good, but the companies that made them could not compete with the firms that had a reputation and established trade. But, as these manufacturers failed, one after another, their product was thrown upon the market at any price, and the makers of first-class wheels were compelled to cut their prices."—Iron Trade Review.

LONDONDERRY IRON CO.

At the annual meeting of the stockholders of the Londonderry Iron Co., Ltd., the following Board of Directors was elected for the ensuing year: Lord Mount Stephen, Sir Charles Tenant, Bart., A. S. McClelland, A. T. Paterson, John Turnbull, R. MacD. Paterson, Hartland S. MacDougall.

At a subsequent meeting of the board, Mr. A. T. Paterson was re-elected president and managing director; Mr. John Turnbull, vice-president; Mr. R. L. Hildreth, secretary; Mr. F. C. Budden, treasurer; and Mr. George Durnford, auditor.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

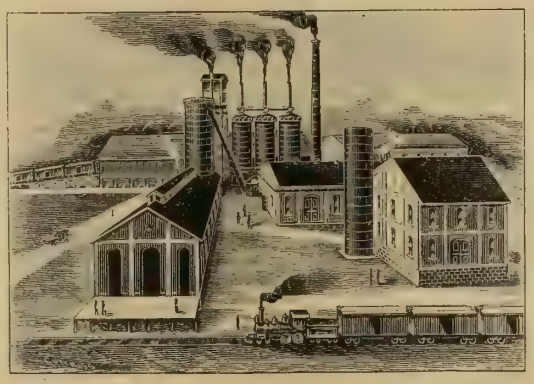
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



The Hamilton Blast Furnace Co., Ltd.

HAMILTON Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Each Brush is Stamped.

Our Painters' Brushes are stamped with the name "Boeckh" because it means that each one is as good as can possibly be made by anyone anywhere. We are so confident about the quality that we want to do, and do do, this to each one. It guarantees you and protects us. But it does not follow that the price is necessarily high, because we make several hundred dozens of brushes every day. So we can sell them at a very small profit. Few dealers can give you the full benefit of this reduced cost in the prices they ask.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Brushes, Brooms, Woodenware.

Montreal Branch: 1 AND 3 DEBRESOLES ST.

Buy from your nearest jobber.

The Only Reliable Cold Water Kalsomine on the market is

JELLSTONE

Adapted to Painters' use, and sold at a low price in barrels and half-barrels.

Distributing Agents

SANDERSON PEARCY & CO., TORONTO, ONT.
WM. HILL, MONTREAL, P.Q.
W. H. THORNE & CO., Ltd., ST. JOHN, N.B.
G. F. STEPHENS & CO., WINNIPEG, MAN.

The Alabastine Company, Limited

SOLE MANUFACTURERS PARIS, ONT.

A PROSPEROUS YEAR.

NORTH AMERICAN LIFE.

THE annual meeting of this company was held at its head office in Toronto, on Tuesday, January 26. Mr. John L. Blaikie, president, was appointed chairman, and Mr. Wm. McCabe, secretary.

The directors' report presented at the meeting showed marked proofs of continued progress and solid prosperity in every leading branch of the company's business. Details of the substantial gains made by the company during the past year are more particularly referred to in the remarks of the president and the report of the consulting actuary.

Summary of the financial statement and balance sheet for the year ended December 31, 1896:

Cash income	$ 641,788 08
Expenditure (including death claims, endowments, matured investment policies, profits, and all other payments to policy-holders)	436,545 14
Assets	2,515,833 41
Reserve fund	1,991,526 00
Net surplus for policy-holders	421,546 29

WM. MCCABE, managing director.

Audited and found correct,

JAS. CARLYLE, M.D., auditor.

Mr. W. T. Standen, of New York, the company's consulting actuary, in his full and detailed report of the year's operations, said: "I have examined the investment policies whose dividend periods mature in 1897, and have apportioned to them the dividends accruing thereon. These settlements, like those for 1896, will be found to compare very favorably with the results attained by the best managed companies. This is cause for congratulation on the part of your policy-holders, as, notwithstanding the large payments for investment policies maturing in 1896, you have been able to close the year again with an increased surplus to your credit. The large amount of your new business for 1896—2,603 policies for $3,554,960, being half a million dollars in excess of any previous year—shows that the plans and operations of the company are becoming better known and appreciated. Your results show a good surplus earning power, indicating that your business is of a paying character."

The president, Mr. John L. Blaikie, in moving the adoption of the report said:

"I am fully warranted in congratulating every policy-holder, and every person interested in the company, upon the splendid position to which it has attained, and upon the results of the past year's business.

"An examination of the figures before you reveals many most interesting and important particulars.

"If we compare the business of the year just closed with that of the previous year, viz., 1895, we have the following results:—

"Assets increased $215,315.26, or over 8 per cent.

"Cash income increased $60,309.84, or over 10 per cent.

"New insurance issued increased $542,-110, or over 18 per cent.

"Total insurance in force increased $1,-714,785, or over 10 per cent.

"Reserve fund increased $195,704, or over 10 per cent.

"Payments to policy-holders increased $150,459.94, or over 142 per cent.

"In no former year have such magnificent results been attained.

"The financial strength of a company may be gauged by the relation of its assets to its liabilities. In this respect the North American exceeds that of its chief competitors in Canada, having $120 of assets for each $100 of liability."

Hon. G. W. Allan, in seconding the resolution, said: "The president has spoken fully on the satisfactory condition of the company, yet there are one or two points to which I will briefly refer. There are our investments in which all are interested and will be pleased to learn that they were very carefully made, and have turned out exceedingly satisfactory, as evidenced by the prompt manner in which our interest has been paid.

"There is another point of comparison which will show favorably for our company, that is, as to the relative profit earnings. I am satisfied that those interested in the company have every reason to feel exceedingly gratified at the very prosperous condition which it holds at the present moment."

Mr. J. N. Lake, in moving a vote of thanks to the company's provincial managers, inspectors and agency staff, referred in very complimentary terms to the splendid work done by the outside staff in 1896, as evidenced by the grand business secured during that year, and also that the new business in January, 1897, was already largely in excess of the whole amount received for the same month last year.

James Thorburn, M.D., medical director, presented a full and interesting report of the mortality experience of the company from its organization, which illustrated fully the care which had been exercised in the selection of the company's business.

After the usual votes of thanks had been passed, the election of directors took place, whereupon the newly-elected Board met, and Mr. John L. Blaikie was unanimously elected president and the Hon. G. W. Allan and Mr. J. K. Kerr, Q.C., vice-presidents.

HEIROGLYPHIC BOOK-KEEPING.

The attorney who attempted to wrestle with accounts of an Eastport, Me., grocer decided that he would forego his fee if the client would spend the money in a business college. It was disheartening to look over the pages and find such charges as "goods delivered to the red-headed lady with Mrs. ——," and another to "the slim man from Campobello;" and again to the "cross-eyed man who works in —— factory." This method recalls the mistake of the unlettered merchant of olden days, who made his charges in heiroglyphics, and once presented a bill against John Smith for a grindstone, whereas what Smith had bought was a cheese.

SQUIRE, WATSON & CO.

Successors to **PAINCHAUD, SQUIRE & CO.**

Are sole selling agents in Canada for

FOX CUTLERY CO.—Razors, Pocket Knives and Scissors.

F. DUMOULIN & CO.—Guns, Rifles and Revolvers.

W. & F. PARKES & CO. (Ltd.)—Shovels, Spades and Draining Tools.

CHRISTOPHER JOHNSON & CO., Sheffield—Finest grade goods in Pocket Knives, Table Cutlery, Carvers, etc.

JOHN YATES & SONS—Silvera Spoons and Forks, and Electro Plated Ware.

Also Hollow Nickel Ware (for Table and Kitchen use), Tantalus Stands, Horse and Toilet Clippers, Razor Hones, Razor Strops, English Corkscrews, Dog Collars and Fancy Steel Goods, Enamelware (decorated and plain) and **OTHER SPECIALTIES.**

Temple Building, MONTREAL.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine.
327 St. James Street, - - - **MONTREAL**

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

PATENTS PROMPTLY SECURED
Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
MARION & MARION, EXPERTS, Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively
Mention this paper.

R. DILLON, Hardware Specialties, OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.,
Niagara Falls - Ont., Canada
MANUFACTURERS
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

ENLARGED BORROWING POWERS WANTED.

THE CANADA GAZETTE contains a notice from the solicitor of the Grand Trunk Co. stating that application will be made to the Dominion Parliament at its next session for an Act authorizing the company to aid financially certain railway companies with which the Grand Trunk has traffic arrangements; also authorizing the company, with the sanction of the proprietors, to capitalize the revenue overdraft at such time as the directors may determine, and to an amount approved by the proprietors. It is also proposed to increase the borrowing powers of the company, by the issue of a further amount of 4 per cent. consolidated debenture stock, or by the issue of terminable bonds, for the general purposes of the company, to an amount the interest on which shall not exceed £50,000 per annum, thus extending the borrowing powers to an amount of principal the interest on which shall not exceed £1,424,690 per annum; while powers are to be asked to apply the unexercised powers granted for specific purposes by the Acts of 1887, 1890 and 1892 to the general purposes of the company. It will be remembered that at the half-yearly meeting held in October last Sir Rivers Wilson advised the proprietors to wait patiently until the revenue should equal the expenditure before attempting to place the finances of the company upon a proper footing, but the notice referred to seems to show that other views have since prevailed. At the end of June last the sum requiring to be funded amounted roughly to about £400,000, and, though the second half of the year is understood to have resulted more favorably, it is doubtful whether the net revenue more than sufficed to pay the current fixed charges in full.

REFINING COPPER.

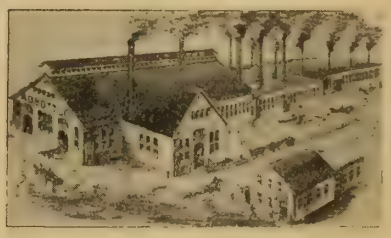
A revolution has been quietly effected in the methods of refining copper, and nearly half of that produced in this country is now refined by electricity. The method consists in electro-plating the metal from an anode composed of the "blister" or impure copper, the strength of the current and the composition of the liquid both being so chosen that nothing but copper is deposited upon the cothode, the impurities in the crude metal falling to the bottom of the tank in the form of mud. The great electrolytic refinery of the Anaconda Co., in Montana, produces from 100 to 120 tons of refined copper daily by this process, and is the largest plant of the kind in the world. A similar refinery at Perth Amboy, N. J., has a capacity of 10,000 tons of refined metal per annum.—Chicago Commercial Journal.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.

Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
ROLLING MILLS
Rhode Island Pattern Horseshoes.
Korrect Shape. Quality Guaranteed.

AND FACTORIES
MONTREAL

TRADE MARK J REGISTERED.
"JARDINE"
HUB BORING MACHINES . . .
This machine shapes and sizes the hole in the hub automatically. They are easier running, and do more and better work than any other.
A. B. Jardine & CO.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

REGISTERED TRADE MARK.

CURRENT MARKET QUOTATIONS.

TORONTO, Feb. 19, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 and 5 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft...	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08¼

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	...	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 05
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	0 45½	0 47
Boiled, per gal	0 48½	0 50

Freight allowed. Price 2c. less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	....	0 44
5 to 9 "	....	0 43
10 to 15 "	....	0 42

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 08½
Small lots	....	0 09

Cod Oil

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10

uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss ...... / " Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

inc discount	3 90	4 0

opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15

Bolts.

Carriege, dis.. 60 p. c. off new list
Tire, dis., 65 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each..	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
illar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to nch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 30
English "	2 50
Belgium "	2 25
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 25

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Per 100 ft.	Double Diamond. Per 50 ft.	Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond.

GLUE POTS.

inned, each	0 30
Enamelled, each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 50	4

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 35 per cent. rev. t.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair..	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per lb	3 65	3 75
12 in. up, per lb	65	2 75
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 60	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   Basis—50 to 60 dy................ 2 30
   40 dy........................ 2 35
   30 dy........................ 2 40
   20, 16, aud 12 dy.......... 2 45
   10 dy........................ 2 50
   8 and 9 dy.................. 2 55
   6 and 7 dy.................. 2 70
2. American pattern only—
   From 4 to 5 dy............ 2 90
   3 dy (lath)................ 3 30
3. Canada pattern only—
   From 4 to 5 dy............ 2 70
   3 dy (lath)................ 3 20
   3 dy, A.P. fine............ 3 90
   Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wir · Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L .... $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6 .... 175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning........................ 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs. 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ percent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6¾	00	8½
¼, 5-16, ⅜ in..............	7¼	00	9
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire...... ..... 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen...... ...... 0 40 0 70
"Empire," McMillan & Haynes, per ft.................. 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz................ 8 75 9 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'............... 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American............... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish..............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton............... 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.............. 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights 40
" " tinned............ 45
Swedes, cut tacks, genuine, blued and tinned.............................. 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned............ 40
Zinc tacks.............................. 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 42½
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 5

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

Carload Lots and Under.

Galvanized, 2 barb, 2½ and 5 inches apart.............. 2 70 2 75
Galvanized, 4 barb, 4 and 6 inches apart 2 70 2 75
Galvanized, plain twist, all.. delv'd.................. 2 70 2 75
Plain twist.................. 2 70 2 75
Steel Staples 2 70 2 75
Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 50 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3
" S., per doz 5 80 7
G. & K.'s Pipe, per doz 6
Burrell's Pipe, each ....
Pocket, per doz ....

Connor's IMPROVED WASHING MACHINE

Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

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36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent

Sporting Goods . .

Leading dealers in all kinds of

WINTER SPORTING GOODS

COMPRISING—

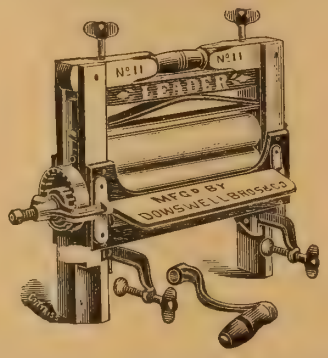
Snowshoes, Mocassins, Skates, Hockey Sticks, Punching Bags, etc.

Our ***Hockey Sticks*** are the finest shapes on the market, and the prices right. We are the leading house on ***SNOWSHOES*** and our ***MOCCASINS*** are the finest made.

Send for Samples and Prices.

The Wightman Sporting Goods Co.

403 ST. PAUL ST., MONTREAL.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts, All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . **MONTREAL**

and Meakins & Sons, Hamilton.

THE . . . E. B. EDDY CO.'S Matches

Every-thing that is Good in Matches is contained in

That's why so many people use them

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Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Proof Positive . . .

"PETERBORO, Dec. 17th, '96.

"THE JAMES ROBERTSON CO., LTD.,

"TORONTO.

"DEAR SIRS,—After handling your prepared paints, white lead, dry colors, varnishes, etc., for three years, we are desirous of again handling them for 1897.

"Your lead is acknowledged by all painters here who have used it, to be equal to the best English; and your prepared paints have proved superior to the best American or Canadian. We can name houses where your paints were used early in 1894 on floors, doors, wainscots, etc., that look now as well as if newly painted.

"Your dry colors, colors in oil, carriage paints, varnishes, etc, are equal to the best we have handled.

"GEORGE STETHEM & SON."

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

THE PAINT MAKERS.

☞ Always Reliable.
Langwell's Babbit, Montreal

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IX | MONTREAL AND TORONTO, FEBRUARY 27, 1897 | No. 9

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TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

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If you order a sheet of 72 x 30 x 28-gauge Galvanized Iron you expect it to weigh about 10-lbs., because that is the "Queen's Head" standard. Many other brands weigh as much as 11½ to 12 lbs.—if that is what you want, order "Queen's Head" in 26-gauge, which weighs 11½ lbs. When you buy "Queen's Head" you know what you are getting, and you get what you want, in quality and finish, as well as in weight.

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TORONTO RADIATOR MFG. CO. Limited
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MORGAN & WRIGHT TIRES ARE GOOD TIRES

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Indianapolis Chain & Stamping Co.'s Chains
G. L. Thompson Mfg. Co.'s Steel Stampings
Excelsior Needle Co.'s Spokes and Nipples
Detroit White Lead Works' Enamels
U.S. Mfg. Co.'s Cyclometers and Odometers

WE ALSO CARRY A FULL LINE OF SUNDRIES.
OUR 1897 CATALOGUE WILL BE READY FOR MAILING MARCH 1st.

RICE LEWIS & SON

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..... TORONTO

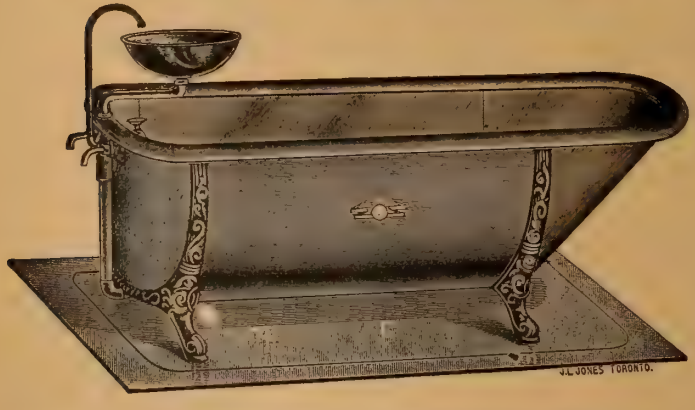
MORGAN & WRIGHT TIRES ARE GOOD TIRES

MORGAN & WRIGHT TIRES ARE GOOD TIRES

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

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The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

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Factory Milk Can Trimmings

When ordering Broad Hoop Trimmings ask for the new Convex Bottom, which is stronger, as the bottom rim is narrower.

The body of the can extends further into the bottom, and consequently protects the side more.

The bottom being further from the floor, is less apt to become damaged.

The corner where the body is soldered to the bottom is a sharp corner, which makes it easy to solder.

Rough handling cannot separate the body from the bottom, as can easily be seen by the construction.

The new narrow bottom or Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the Broad Hoop Trimming.

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, FEBRUARY 27, 1897 No. 9

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
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and
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TORONTO: 26 Front St. W. Telephone 2148.
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LET US HAVE THE ROAD QUICKLY.

A GREAT deal has been written and said of late regarding the proposed railway through the Crow's Nest Pass, but probably the best contribution we have yet had upon the subject is an editorial which appeared in The Globe of Wednesday.

In a liberal spirit it weighs and investigates the pros and cons of Government construction and control, and finally comes to the conclusion that under existing circumstances the best thing for the country is for the Government to make the best bargain it can with the C.P.R. for the construction of the road.

This is much the same conclusion as HARDWARE AND METAL arrived at two months ago. In the issue of January 2 we said:

> On the principle that the railway systems of the country should be owned and operated by the Government, HARDWARE AND METAL is inclined to favor the idea of Government ownership of the projected line; but whether it is the best or wisest course to pursue in the present instance is another question. If the line were dependent upon no other line for a through route we would say, "Go ahead and construct it as a Government work." But the fact that it is dependent demands caution.

Subsequent investigation has confirmed us in the wisdom of the opinions therein expressed.

Two things are obvious: (1) The railway is needed, and badly needed. (2) It is imperatively necessary that the public interests should be efficiently guarded. How best to secure the one with the other is the office and duty of the Government.

If certain conditions existed HARDWARE AND METAL would hold up both hands for the construction and control of the road by the Government. But, unfortunately, these conditions do not exist.

Humiliating and all as it may be to acknowledge it, the C.P.R., beyond all question, holds the key to the situation. The Government may or an independent company may build the road, but it will be an isolated concern unless it can secure connections with the outside world. And the only practical way of securing this is via the C.P.R.

If built by any other concern than the C.P.R. it would obviously be a competitor of that road. And how big corporations, railway or otherwise, deal with competitors is known to all men.

It is all very well to argue, as some do, that the Government could pass laws stipulating the rates at which the C.P.R. should carry freight and passengers to or from the line running through the Crow's Nest Pass. In the first place, the Government can have no voice in the control of the C.P.R.'s rates until its earnings amount to 10 per cent. on the capital invested. This is precluded by the agreement under which the transcontinental road was built.

Then, as to the suggestion that, in the event of not being able to make satisfactory arrangements with the C.P.R., running connections should be made with United States roads. This is easier said than done. In the first place, railway competition is, to all intents and purposes, a thing of the past. Railway corporations do not now work against each other; they work with each other. No industry is more hand in glove with its confreres than the railway industry. This is so obvious that it is unnecessary to cite instances. Every business man knows it.

But even if this were possible, its offensiveness from a national standpoint precludes its being a possibility.

The C.P R. indeed holds the key to the position. It is a pity that it does. It is a pity that any monopoly should. It is a pity when the country handed it the key with the agreement that these eventualities were not seen. But they were not seen and there's the end of it. The C.P.R. holds the key to the situation and the best thing the Government can do is to make the fairest and best bargain it can for that company to construct the road.

The country has something to offer as well as demand. Our demand is just and fair rates and no discrimination. What we have to offer with the franchise of the proposed Crow's Nest Pass Railway is right of way through one of the richest mineral countries in the world and where nearly everything that is consumed will have to be brought in from outside commercial centres.

Under these conditions the Government has it in its power to make a bargain with the C.P.R. for the construction of the road

that would guarantee justice being accorded to everyone.

If this could be better secured by Government construction of the road HARDWARE AND METAL would only be too glad to champion that method of doing so. But we do not see how it possibly can be. You cannot turn stones into bread.

Under existing conditions the proposal for the C.P.R. to construct the road, provisions for the safe-guarding of the public interests being ensured, is the best from a business standpoint, and that is the standpoint from which HARDWARE AND METAL is looking at it.

This, too, must not be overlooked : The building of the railway by the C.P.R. or any other private concern would save the adding of another $20,000,000 or more to the public debt of the country. And the fact that the building of the railway by the country would increase the debt by that sum is what has induced a great many business men to protest against it.

What we want now is the road, and that quickly.

Half a dozen energetic men are worth more than all the indolent men of genius Noha could have crowded into his ark.

A QUESTION OF CREDITS.

THE decline of 15c. per keg in the price of cut nails, decided upon by the makers at their meeting in Montreal last Friday, has already been the cause of several disputes between buyers and sellers.

It went into force at once, and buyers who were guaranteed against a reduction have, of course, put in claims for a credit.

In some cases these claims are for absurdly small quantities of goods, but the sellers have nothing else to do but grin and bear it.

Unfortunately also there are buyers who were not farseeing enough to make such a stipulation. But this does not prevent them, when they hear that their neighbors were allowed the benefit of the reduction on stocks already in hand, from demanding the same privilege for themselves.

There is a lot of fine diplomacy being exercised in the latter case just now, and altogether the trade is having the reduction impressed on its memory in a lasting way.

THE HORSESHOE TROUBLE.

NO reply has yet been received by the jobbers from the manufacturers to the representations made by them in regard to the supplying of horseshoes and horse nails to consumers by certain jobbers at the same figure at which retailers purchase.

Of course, what affects the retailer in this respect naturally affects the jobber as well, who confines himself to the retail trade. Consequently, the grievance of the latter becomes the grievance of the former.

One large jobber in western Ontario asserted at the meeting held in Toronto recently to consider the horseshoe and horse nail grievance that during the last few years his sales of horseshoes had fallen off 50 per cent., attributing this decline largely to the fact that some houses on the jobbing list were selling direct to the blacksmith at wholesale prices.

The manufacturers' plea is that this condition of affairs is due to evolution in trade, the business of selling horseshoes and horse nails gradually slipping out of the hands of the regular jobber and the retailer into those of the semi-jobber, who supplies the blacksmith direct.

The manufacturers are, no doubt, in a difficult position. They are, as it were, between the devil and the deep sea. On the one hand they are confronted by the interests of the regular jobber and of the retailer; on the other by those of the jobber-retailer. Naturally, therefore, if they undertake to smooth out the difficulties under which one is laboring they will be creating fresh ones with the other.

But a question cannot be solved by ignoring it. The whole matter turns on the answer to this question : Are the present conditions in regard to horseshoes and horse nails right? If they are not, then they should be put right, no matter whose ox is gored.

The position of the retailer in this matter is particularly hard. He cannot buy from the manufacturer. He has to go to the jobber. Then, after he has got his horseshoes and horse nails in stock he finds that he cannot sell to his neighboring blacksmith because the latter is able to buy at the very same price as he (the retailer) has to pay. When he cannot sell, of course he cannot buy. Then the regular wholesaler begins to feel the shoe pinch. Now he is feeling the pinching so keenly that he is seeking relief for his own sake as well as for the sake of the retailer. And to whom shall he go but to the manufacturer, even if the latter does assert that he has no remedy?

Jobbers to whom HARDWARE AND METAL has spoken declare they are going to continue to give the 10c. rebate to retailers until some remedy is prescribed by the manufacturers.

Watching the outcome of this cutting of prices will be an interesting pastime these quiet times.

STEEL RAIL SITUATION.

VARIOUS rumors are afloat as to how low sales of steel rails have been made. In Pittsburg $15 is said to have been accepted. If so, it is, however, an exceptional price. But it is certain that large sales have been made there at $17, and the same figure has been accepted for rails laid down in Chicago.

There are, however, indications that values have taken their lowest dip for the time being at any rate. The demand is keen, and large orders being placed daily.

In addition to the home demand a good export trade has sprung up, chief among which is an order for 100,000 tons received by Carnegie for shipment to England, 25,000 tons of which is for the London and Northwestern Railway, and another of the same quantity for London and Southwestern Railway. In addition to the above, it is also reported that the company has just secured an order for about 11,000 tons of steel rails from the Government of Japan. Orders from the River Plate and Mexico have also been placed.

The Canadian Pacific has also been purchasing 65,000 tons, according to a Pittsburg despatch.

Apropos of the volume of business in rails, it can be stated on reliable authority that the orders closed since the beginning of the month involve a total of nearly, if not quite, 1,250,000 tons, or 50 per cent. more than the entire quantity delivered last year.

As a result of this activity the market is firmer, and $18 f.o.b. at the mills for heavy sections now appears to be the idea as to price.

DECLINE IN CUT NAILS.

CUT nails are 15c. per keg lower. The reduction was decided upon at a meeting of the association held on Friday last. The base price in the different parts of the Dominion is now as follows:

Ontario : $2.15 per keg, with freight prepaid to points where the rate does not exceed 25c. per 100 lbs.

Quebec : $2.15 f.o.b. Montreal.

Maritime Provinces : $2.15 delivered in 10-keg lots to points where the freight rate does not exceed 25c. per 100 lbs.

Winnipeg, Manitoba and Northwest Territories : $2.15, with an allowance of 25c. per keg, freight to be equalized on lowest f.o.b. point.

British Columbia : $2.15, with 20c. per keg allowance, freight to be equalized on lowest f.o.b. point.

The usual rebate of 10c. per keg to retailers still obtains, thus bringing the actual base price down to $2.05 per keg.

The price at which cut nails are now sold is the lowest in the history of the association, and, taking into consideration the rebate to retailers, wholesalers' profits, freight, etc., the net return to the maker is but little in excess of what it was when the manufacturers' association did not exist and when the market was an open one.

Powder manufacturers in the Pacific States are forming a pool. We may look for an explosion one of these days.

LOCAL TRANSPORTATION CHARGES.

Some importers complain of charges made by the Shedden Co. for the delivery of goods from the railway freight sheds to points in Montreal, and are figuring on saving money by taking express men off the stand and sending them to carry the goods.

One importer had a shipment from England ten days ago on which the company charged him one cent per case for delivery from the freight sheds to his warehouse. A few days later he had another shipment of exactly the same size of boxes and same weight and shipped from the same point. On this the Shedden Co. wanted slightly over two cents. In explanation they said that the shipper in England did not arrange when making his freight rate for delivery charges at this end, and he would therefore have to pay a higher rate.

As other importers may be caught in the same way the question is one which should be looked into, and shippers should be instructed to bill goods by cheapest routes. It might also be worth the while of many of the larger firms, who do not employ their own teamsters, to figure whether it would not pay them to employ private companies to deliver their goods.

A stiff back bone that is not reinforced by honest purposes, like a pugilist in the ring without seconds, has little chance of securing anything else but defeat.

SPADE AND SHOVEL AGREEMENT.

Complaints are heard on the Toronto market this week regarding the fixed price on spades and shovels.

The character of the complaint is to the effect that the prices are not being faithfully adhered to.

One house in the west is alleged to be offering spades and shovels at 50c. per dozen below the stipulated figure, and other houses are threatening to take a hand in the cutting in order to secure business.

A FEW GOOD PEOPLE WHO SELL

Iver Johnson Revolvers

IN CANADA.

There are plenty more but space is too limited for them all.

H. S. Howland, Sons & Co., - Toronto
M. & L. Samuel, Benjamin & Co., Toronto
Frothingham & Workman, - Montreal
Caverhill, Learmont & Co., - Montreal
Rice Lewis & Son, - - Toronto
John Griffith Cycle Corporation, Toronto

Send for Catalogue.

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass., U.S.A.

HAVE STRENGTH TO SAY "NO."

MOST of the young men and women who are lost in our cities are ruined because of their inability to say "No" to the thousand allurements and temptations which appeal to their weak passions. If they would only show a little decision at first, one emphatic "No" might silence their solicitors forever. But they are weak, they are afraid of offending, they don't like to say "No," and thus they throw down the gauntlet and are soon on the broad road to ruin. A little resolution early in life will soon conquer the right to mind one's own business.

To indolent, shiftless, listless people life becomes a mere shuffle of expedients. They do not realize that the habit of putting everything off puts off their manhood, their capacity, their success; their contagion infects their whole neighborhood. Scott used to caution youth against the habit of dawdling, which creeps in at every crevice of unoccupied time and often ruins a bright life. "Your motto must be," he says, "Hoc age,"—do instantly. This is the only way to check the propensity to dawdling. How many hours have been wasted dawdling in bed, turning over and dreading to get up? Many a career has been crippled by it. Burton could not overcome this habit and, convinced that it would ruin his success, made his servant promise before he went to bed to get him up at just such a time; the servant called, and coaxed; but Burton would beg him to be left a little longer. The servant, knowing that he would lose his shilling if he did not get him up, then dashed cold water into the bed between the sheets, and Burton came out with a bound. When one asked a lazy young fellow what made him lie in bed so long, "I am employed," said he, "in hearing counsel every morning. Industry advises me to get up; sloth to lie still; and they give my twenty reasons for and against. It is my part, as an impartial judge, to hear all that can be said on both sides, and by the time the cause is over dinner is ready."

There is no doubt that, as a rule, great decision of character is usually accompanied by great constitutional firmness. Men who have been noted for great firmness of character have usually been strong and robust. There is no quality of the mind which does not sympathize with bodily weakness, and especially is this true with the power of decision, which is usually impaired or weakened from physical suffering, or any great physical debility. As a rule, it is the strong physical man who carries weight and conviction. Any bodily weakness, or lassitude, or lack of tone and vigor, is, perhaps, first felt in the weakened or debilitated power of decision. Nothing will give greater confidence in a young man, and bring assistance more quickly from the bank or from a friend, than the reputation of promptness. The world knows that the prompt man's bills and notes will be paid on the day, and will trust him. "Let it be your first study to teach the world that you are not wood and straw; that there is some iron in you." "Let men know that what you say you will do; that your decision, once made, is final—no wavering; that, once resolved, you are not to be allured or intimidated."

Some minds are so constructed that they are bewildered and dazed whenever a responsibility is thrust upon them; they have a mortal dread of deciding anything. The very effort to come to immediate and unflinching decision starts up all sorts of doubts, difficulties and fears, and they cannot seem to get light enough to decide nor courage enough to attempt to remove the obstacle. They know that hesitation is fatal to enterprise, fatal to progress, fatal to success. Yet somehow they seem fated with a morbid introspection which ever holds them in suspense. They have just energy enough to weigh motives, but nothing left for the momentum of action. They analyze and analyze, deliberate, weigh, consider, ponder, but never act. How many a man can trace his downfall to the failure to seize his opportunity at the favorable moment, when it was within easy grasp, the nick of time, which often does not present itself but once.—Architects of Fate.

PRACTICAL PUBLICITY.

By Nath. C. Fowler, Jr.

Call at
John Smith's,
and your
money will
go farther than
if spent at
most stores.
JOHN SMITH,
133 King St.

A well written and well set advertisement. While the argument isn't conclusive, the statement is pointed, and is likely to be believed. I criticize two points in the adverment. First, there is no necessity of using the expression, "Call at." That is what the advertisement is for, and it is so understood, and there is no need of wasting space saying it. Second, the firm name appears twice. Once is enough. Advertisements of this class can be frequently used to advantage, as they are brief, pointed and catchy, but they never should be used continuously, as they are only intended to be as supplementary to a definite advertisement of definite things. I rewrite and reset this advertisement, bringing out the saving idea very prominently in the heading. The advertisement, as I rewrite it, applies to almost any line of goods, but should be used only occasionally, as its argument, while likely to be appreciated, and while reading well and having in it a style which may be remembered, is not fully convincing. The advertisement would be improved and strengthened by mentioning some one article, or some definite line of articles.

MONEY SAVER

If there is anybody here or anywhere who can sell what we sell for what we sell it, let him do it—he can't keep it up—by and by we'll buy his bankrupt stock—No good thing was ever sold for less than cost.

John Smith,
133 King St.

CORNISH TIN MINING COLLAPSE.

The coming winter in Cornwall, says The Westminster Gazette, will, it is feared, be a time of severe trial. The depression in the mining districts has reached an acute stage. The price of tin has been gradually dropping for many months past, and it is now lower than it has been for nearly 20 years. Consequently miners are leaving the country in thousands. Since January last over 1,000 miners from the districts of Camborne and Redruth alone have emigrated to South Africa and other colonies. In fact, Cornwall is fast losing the best of its brain and muscle. Last year no less than 2,086 Cornishmen left the country for South Africa alone.

STRAY THOUGHTS.

A YOUNG man, who is a clerk, but yet has the ambition to become the proprietor of a store in the near future, recently asked Stray Thoughts "what rule was there for marking the selling price of goods or what per cent. to add to the cost of a general merchandise establishment; what profit shall I figure on making?"

The question is a vital one. Stray Thoughts doubts if there is any one merchant in a thousand that can give a satisfactory answer. There is no rule, nor is there a reliable guide. To make money, to get a legitimate profit for time, labor and interest upon capital invested, is the object of all who engage in business.

The profit, the per cent. that is added to the cost of the goods, there is the pivot upon which turns either success or failure in each business venture. How important then is the profit to be made to the merchant! He knows that the profit or per cent. to be added to the cost of his goods must cover the actual cost of conducting his business.

This will include rent, taxes, insurance, clerk hire, light, fuel, advertising, a fair salary for himself and incidentals, which, for example, may be $3,000 per annum. If he does a business of $20,000 then he knows that 15 per cent. of his gross receipts must be profit. If he does a business of $30,000 without increasing the cost, then 10 per cent. would be sufficient. To this, then, he should have a per cent. for risk of business, interest on capital and gain. Some say 20 per cent. of the gross receipts, others 25 per cent.

This rule works well (on paper), "but," says our young friend, "see here, if I should want to make 25 per cent. on my sales I would have to mark my goods 25 per cent. above cost, wouldn't I? And if I did that on sugar, coffee and flour and some of the staple dry goods, I wouldn't get any trade, for people would think I was too high. Now, what I want to know is how am I to get at the thing? What one class of goods I am to get a greater profit on than on others, and how I am to average the whole so that I can live and make money too?"

This very same question Stray Thoughts years ago propounded to a retired merchant, who for fifty years had battled behind the counter and desk to make a success. His reply has ever been indelibly printed on memory's tablet.

"Young man, there is no fixed rule. To proclaim one would be worse than folly. A man who would try to follow any fixed rule would be on a line to make a sure failure. Each man in business for himself must be a law unto himself and be governed only by circumstances."

Said another equally successful retired merchant:

"I had no rule. Staple goods are always governed by the market and competition. I never consider the per cent. at all in marking my goods; the question with me was not so much the cost as what I could get. For instance, I have two styles of shoes before me. They each cost $1 per pair. Now, if you had a rule to add 33⅓ per cent. to the cost, I'd mark both to sell at $1.35. That isn't my way. The one is more dressy, has style, fit and is up to snuff; it's light weight, won't stand extra hard wear. It's a good looker for best or Sunday. Well, I just put the price at $2. The other pair is heavier, solid, will wear well, give lots of real service. The party to whom I sell it will give it hard usage. It will outwear two of the other, yet I mark it to sell at $1.25. I sell the two shoes to a different class of trade, and each is satisfied. Do you see the point? Got to have experience and a whole lot of judgment when in business. Location has a whole lot to do with the per cent. Circumstances must be considered. For instance, a small dealer can rarely sell goods on the same margin as large firms. The larger the volume of business the less per cent. it takes to conduct it. A country dealer doing a business of $25,000 per annum although he does not pay any more for his merchandise we'll say than the larger stores, couldn't sell on as low a margin. As indicated, the cost of doing business is decreased in proportion to the increase. We will say they do a business of $500,000 per annum. Ten per cent. will doubtless pay their actual running expenses. To this let them have, for example, 2 per cent. gain, that would give them a net gain of $10,000. It costs the country merchant, at least calculation, 12 to 15 per cent. to cover his expenses. Do you see, my boy, why they can do you? Then, as a matter of fact, buying in such large quantities they can, and do, get lower quotations, hence, can sell at a lower price, but do they? In starting business, if you mark the goods too high, and stick to it, you will fail. If, on the other hand, so low a margin is asked that expenses are not made, sure death is to follow. Young man, use judgment, and get all the profit you can. That's my rule."
—Country Merchant.

Spring Painting

will soon be here—the harvest-time of the paint dealer. Are you ready for it? How are you going to supply the demand—with trash, or good paint?

By all means let it be the latter. It'll be better for you, better for your customer, better for your trade, better all around.

The paint that is being sold as second, third or fourth grade paints will ruin any man's trade in time. It's done it often. It's doing it all the time.

No matter what paint you buy, buy it good. Of course, we'd prefer you to buy ***The Sherwin-Williams Paints,*** they're only made in one grade—the best it's possible to make. We don't believe in low grades of anything.

The Sherwin-Williams Co.

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

CATALOGUES, BOOKLETS, ETC.

A FIREARMS CATALOGUE.

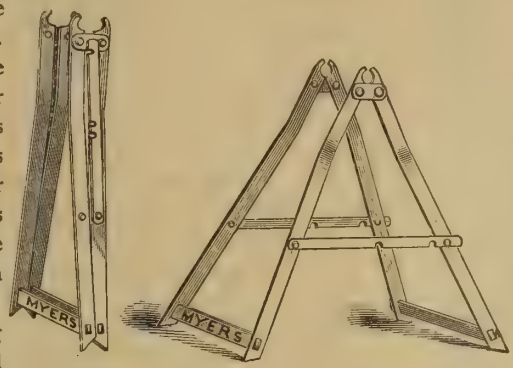
THE Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., are earning a reputation for the unique character of their catalogues as well as the excellency of the goods they manufacture. Last week we noticed their cycle catalogue. This week we have before us their firearms' catalogue. It is certainly an attractive and interesting one. The front cover is most striking. It represents two gladiators just after a struggle, one being in a recumbent position, while the victor stands erect, grasping in one hand a spear and in the other a shield which bears the firm's name. The frontispiece is a bird's-eye view of the firm's extensive works. Except three or four pages which are devoted to the firm's bicycles, the remainder of the catalogue is employed in describing the safety hammer automatic revolvers, safety hammerless automatic revolvers, "Champion" single barrel shot guns, bull dog double action revolvers, etc., manufactured by the firm. A feature of the catalogue worth mentioning are the trite maxims which are distributed through it. Here are a few of them; "The strength of a business house is in the excellence of its products." "Look out for the goods you have bought at a great bargain; if the seller lost in his sale, the buyer must lose somewhere, if not financially, morally." "Commercially, that which a thing seems to be, as well as that which a thing is, sells that thing." "The oak requires many years to mature; the mushroom only one night." "The seams are on the inside of the overcoat; the polish is on the outside of the furniture."

THE FOURTH OF MARCH.

This is the date on which most of the paper falls due for the goods that have been sold during the winter. As business has not been as good as anticipated, collections by country stores have been slow. This is partly accounted for by the want of snow, which kept the farmers from being able to get to the market with a great deal of their winter produce. By produce we mean wood and grain, which farmers who live some distance from market towns do not begin to sell until there is good sleighing. But while the merchant is looking after his own collections he should not overlook the fact that the wholesale houses are looking after theirs. A great many merchants who expect to meet their paper all right in March find at the last moment that they are unable to do so. If they could only find out about the 15th of the month whether they would be able to meet that paper or not, and let the wholesale house know, they would save a great deal of unnecessary trouble. Instead of doing so, and giving the wholesaler notice in time, a few—not many, we are happy to say—leave it off until the thirteenth hour, and then send in a letter saying that they are very sorry they cannot meet their note. It would be very little trouble to act on this suggestion, and would take a great deal of trouble off the wholesale man's mind and hands.—Canadian Dry Goods Review.

A SAFETY BICYCLE STAND.

The accompanying cuts are illustrations of a bicycle stand which M. & L. Samuel, Benjamin & Co. are handling this season.



The stand weighs 4½ pounds and is made of spring steel. It is made to carry a 300-pound man. The stand is designed to assist the salesman in showing up his wheel. It is attached to nuts on outside of rear wheel and supports the wheel at all times.

The wheel can be placed in any position, either in show window or salesroom. When the wheel is exhibited to a customer it can be placed to the best advantage, and leaves the salesman free to show up all working parts without being hampered by having to hold the wheel. It enables the customer to mount the wheel and try it. When its advantages are known dealers will have one for each wheel on exhibition. It does not mar the wheel or detract from its appearance.

MAKING LAP WELDED PIPE.

A Pittsburg paper in describing a plant at McKeesport, Pa., gives the following on the process of making lap welded pipe. The billet or pile (as the case may be) is heated and passed through a train of rolls, turning out in the shape of a strip. This strip is then bevelled on the edges (called scarfing) and after being heated to a dull red heat is drawn through a die, coming out in the shape of skelp. The skelp is then pushed into a welding furnace and after being subjected to a welding heat is passed over a mandrel held on a long bar and through a pair of welding rolls which presses down the lap and forms the mass of metal into an even cylindrical form. This is pipe in its rough state.

The rough pipe is then passed through sizing rolls, then through cross straightening rolls, then rolled on to a movable table, when it is subjected to a cold air blast while it rolls. It is then straightened in dies controlled by hydraulic power. The rough ends are then cut off, the threads are cut, a coupling is screwed on, and a careful inspection follows. The pipe is then placed in the pumps and tested to hydrostatic pressure, after which the protecting rings are screwed on, the pipe again inspected and is then ready for shipment.

H. S. HOWLAND, SONS & CO.

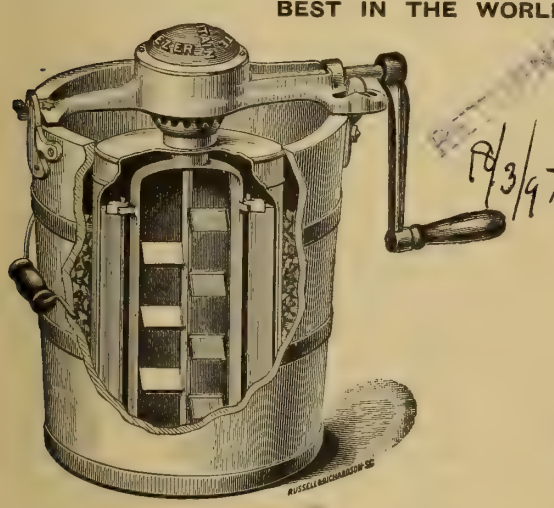
WHOLESALE HARDWARE

37 West Front St., TORONTO.

Ice Cream Freezers

WHITE MOUNTAIN TRIPLE ACTION

BEST IN THE WORLD.



SEASON 1897

WRITE for our PRICES

Sizes 1, 2, 3, 4, 6, 8, 10, 12, 15, 20, 25 Quarts.

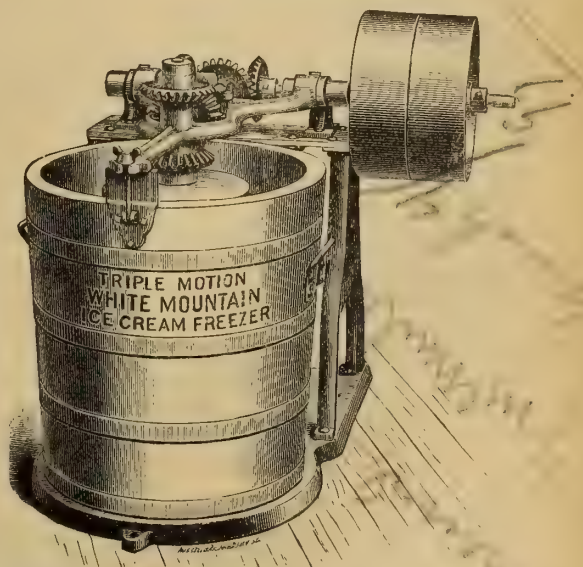
WITH FLY WHEEL. 15, 20, 25 Quarts.

GALVANIZED PLATFORM. 15, 20, 25 Quarts.

Special Close Prices

FOR ....

PROMPT ORDERS



SAMSON POWER. 25 and 40 Quarts.

H. S. HOWLAND, SONS & CO.

...GRAHAM Cut and Wire Nails are the Best. Write for prices...

THE TARIFF ENQUIRY.

SESSIONS of the Tariff Commission were held in Ottawa on Tuesday and Wednesday last. Hon. Messrs. Fielding, Paterson and Dobell were present. The Canadian General Electric Co., represented by Messrs. Robert Jaffray, Hugh Ryan, directors, Toronto, and Geo. W. Watts, purchasing agent of the company, were first heard. Peterboro' is the headquarters of the company. The delegation wanted it distinctly understood that they did not ask for increased duties or more protection. As the tariff was now constituted they had no protection. They paid higher duties on their raw material than they got on their finished products. The duty on the manufactured article was 25 per cent. About 75 per cent. of their raw material had to be imported at a duty of 25 per cent., 30 per cent., and in some instances 35 per cent. The industry was a new and important one in the Dominion, and what they desired was a reduction of duty on their raw materials.

SHOVEL MANUFACTURERS.

The manufacturers of shovels, of which there are four in Canada, next made their representations to the Commissioners. The industry is a very old one, some of the makers having been established for forty-five years. Three firms were represented, as follows: Frothingham & Workman, of Montreal, by G. W. Eadie; D. F. Jones Manufacturing Co., of Gananoque, by C. Jones, and S. T. Willett & Co., of Chambly, by W. Brock Willett. It was pointed out by Mr. Willett that the American manufacturers of shovels are in a position to make the article cheaper than the Canadians. The steel, which cost in Canada $1.95 per hundred pounds, could be bought in the United States for $1.15. Labor cost 17½ per cent. more in Canada than in the United States. Since the reduction of the duty in 1894 the Americans had been cutting severely into the Canadian trade. This country should require about 20,000 dozen shovels a year. The Americans now send in 5,000 shovels, whereas before 1894 they had only sent us 1,500. Shovels which sold in the United States for $4.50 a dozen were sent to Canada for $2.50. In many cases the Americans had sent culls, or poorer articles, over here and displaced the better Canadian shovel. Canadians did not know the difference.

"It would seem," interrupted Mr. Fielding, "from that that Canadians are not a very intelligent people."

Mr. Jones stated that, notwithstanding the length of time the business had been established, protection was absolutely necessary.

"Is there home competition among you?" asked Mr. Fielding. "It has been represented to us that you have formed a combine. Now, be perfectly frank with us."

Mr. Jones: "We desire to be frank. We have no combine or any arrangement that controls prices. Every Canadian manufacturer fixes his own rates. We found, however, that the Americans were selling shovels here at less than we could make them. We knew that they had a combine. So we went to New York and made an arrangement with them to let our market alone. We paid them to stay out."

Mr. Fielding: "Do you mind saying how much?"

Mr. Jones: "That is a private matter, but it is in the thousands."

Mr. Fielding: "If you have such an arrangement, why do you talk about needing protection?"

Mr. Jones: "The arrangement is not a permanent one. Since we have had no protection we have had to protect ourselves."

Mr. Willett: "Put the duty at what it was before 1894 and we will undertake to reduce the prices."

Mr. Jones: "Yes. We will guarantee to supply a shovel in Canada at $4.50 a dozen that nobody can complain of."

AGRICULTURAL IMPLEMENTS.

The manufacturers of agricultural implements were next heard. The deputation was introduced by Mr. Frank T. Frost, M.P., and was composed of Messrs. Walter E. H. Massey, of the Massey-Harris Co.; Lyman Jones, general manager of Massey-Harris Co.; Wood, of Smith's Falls; Noxon, of the Noxon Mfg. Co., of Ingersoll; Peter Hamilton, of Peterboro'; Sylvester, of Lindsay; Crossett, of Brockville; Wallace, of Terrebonne, and Ffolkes, of the Wilkinson Plough Co., Toronto.

Mr. F. T. Frost opened the discussion by saying that their principal grievance was that in 1894 the duty was reduced to 20 per cent. without a corresponding reduction in raw material, which made it almost impossible to manufacture with profit. With cheap raw materials they could make cheap implements. They were the fourth industry in Canada in regard to capital invested, which was $8,600,000, employing between 5,000 and 6,000 men and paying in wages $1,812,000 annually. Their output was $8,000,000 a year. There were 130 factories in Ontario, 69 in Quebec and 12 in the Maritime Provinces, or 221 altogether. Mr. Frost stated that this industry had never asked any Government for protection. The farmers could get their implements as cheap as in the United States. They had good machinery and skilled workmen, and if they wanted cheaper implements the manufacturers should be given cheaper raw materials.

Mr. Noxon, of Ingersoll, believed that the former tariff of 35 per cent. on implements was too high; 25 or 30 would have been high enough. They had to pay now about 57 per cent. duty on bar iron; on pig iron the duty amounted to 65 per cent., yet the duty on their finished product was only 20 per cent. On nuts and washers the duty was 65 and 70 per cent., on rivets 50 per cent., coal 120 per cent. The coal they used cost 50c. at the mines in the United States; they paid 60c. duty on coal costing 50c. The duty on wrenches imported was 35 per cent., while a wrench put in an American machine box came in at 20 per cent. The duties on screws ran from 86 to 70, 66 and 50 per cent.; when imported in a finished machine they came in at 20 per cent. Wire nails were 100 per cent. They paid from 60 to 65 per cent. on their steel. Mr. Noxon dwelt on the enhanced cost of plant in Canada. If the Government fixes the price of their raw material there was only the labor left, and the Canadian manufacturers to protect themselves in their own market must grind labor into the ground. They were paying, he added, as much for labor all round as was paid in the United States. The limited market argument was also used by Mr. Noxon. In reply to Mr. Fielding, Mr. Noxon said that he could not buy iron and steel as cheap in England as in the United States.

"Could you not buy nails in Montreal as cheap as in the United States?" asked Mr. Dobell.

"No," replied Mr. Noxon, "and I would not expect it when they have a protection of 100 per cent. Many of the articles were made in Canada, but the prices were higher."

Mr. Fielding: "You can bring in these articles, pay the high duty and lay them down cheaper than they are sold for in Canada?"

Mr. Noxon: "Yes."

In reply to Mr. Fielding, Mr. Noxon stated that the calculations of duty on imported goods were based on actual trade prices, and in some cases the Customs raised the values and charged duties on higher values.

DUTY ON RAW VS. FINISHED MATERIAL.

Mr. Walter E. Massey addressed the committee, and laid it down as a principle that the duty on raw material should not exceed the duty on the finished product. Their chief complaint was this: They would like the duty on the finished product to remain at 20 per cent.

DIRECT IMPORTATION

Berger's English Canadian

PURE PARIS GREEN

The King of Wall Coatings

In large or small deliveries.

ALABASTINE at manufacturers' prices.

SANDERSON PEARCY & CO. 61, 63 & 65 Adelaide St. West Toronto

Mr. Fielding: "No matter what the raw material would be?"

Mr. Massey: "No matter." He went on to say that the late Government singled out certain agricultural implements for a reduction to 20 per cent., but left many other articles, such as threshers and engines, saw mills and hand tools of all kinds at 30 or 35 per cent.

As a manufacturer of threshers and engines he would be willing to have the duty on these less than 30 per cent. if they could get their raw material less.

Mr. Peter Hamilton, of Peterboro', wanted the duties on the raw material reduced or the duty on their finished product increased to 25 per cent. He felt that it was something of a humiliation for manufacturers to come before the Government and assume any position like a medicant. They were not occupying that position; all they wanted was fair play. He felt that the agricultural implement men had not been used fairly. He characterized the duties on the raw materials they used as extraordinary.

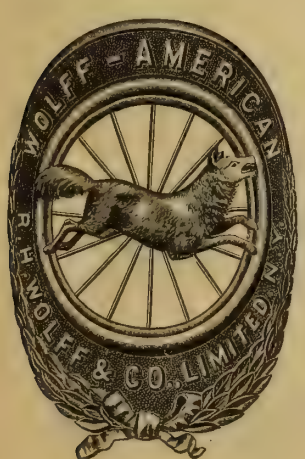
Mr. Sylvester, of Lindsay, announced himself as a protectionist, and he would rather see the duties on their raw material remain and have the 20 per cent. duty on the finished machines increased. If the Americans had a high tariff we should, too. There was a prejudice in Canada in favor of American-made goods.

Mr. Wallace, of Terrebonne, quoted figures used in a trade paper in the United States to show that American manufacturers did not sell their goods abroad at lower prices than at home. A mower made in the United States sold in England for $81, in Russia for $86, and in Ohio at $45. The retail price of a mower in Canada was $40, so that prices were right here. There was no combination among the manufacturers of implements in Canada.

Mr. Ffolkes, of the Wilkinson Plough Co., Toronto, said that ploughs represented 90 per cent. of raw material, and he found fault particularly with the duty on crude oil. He contended that American goods were invoiced at prices lower than the regular prices.

RAW MATERIAL IN IMPLEMENTS.

Mr. Lyman Jones, general manager of the Massey Co., addressed the committee. He read the following list of raw material used in the business, with the rates of duty paid: Pig iron, of which they imported two-thirds, 50 to 60 per cent..; malleable iron, 25 per cent.; bar iron, 50; wrought iron pipe, 55; nuts and washers, 57 to 65; cotton duck, 25; rivets, 60; malleable iron chains, (not made in Canada), 27½; files, 35; wood screws, 40 to 70; wire springs, 40 to 60. Then there were wire nails and many other articles. Mr. Jones here showed how the iron and steel duties worked. On pig iron there was a protection of $4.48 a short ton, with a bounty of $2. These same pig iron men were producers of billets and other grades of steel. They placed it in a mill and got $2 more. They moved it to another part of the mill for another process, producing flats and angles, and got $11.20 per gross ton protection. This, with the bounty of $4.40, gave about $16 protection a long ton of steel, the price of which on the American side was $20 a ton. "I think," added Mr. Jones, "that is an oppressive state of affairs." He admitted that geographical conditions, involving freights for long distances, handicapped the Nova Scotia Steel Co. The changes asked for by the deputation would enable them to give the farmers cheaper implements. "I hope," said Mr. Jones, "you will not take the advice at Mr. Sylvester and put up a high tariff wall against the Americans because they put up a wall against us. We hope that a reasonable tariff will be adopted that will last, taking into consideration Canadian conditions." Mr. Jones drew attention to the export trade of the Massey Co. and the rebate on imported material used in this trade.



It's the Wick does the Trick

Wolff-American High Art Cycles.

HOLLOW AXLE CONTAINS A WICK WHICH SUPPLIES OIL AS NEEDED; ONE INJECTION LASTS FOR 1,500 MILES.

REPRESENTATIVES

DORKEN BROS. & CO. - Montreal

To disturb this rebate would destroy their export trade, and they were exporting to Europe, Australia, South America and Africa. They had sent to these countries $2,500,000 at wholesale prices, which gave our workmen a large amount of work. The Dartmouth cotton duck people and the Nova Scotia Steel Co. had made an effort to meet them, and they had purchased largely from these two concerns. Since June last up to a short time ago they had imported 1,491 tons of steel and purchased 2,554 tons of Canadian-made steel. They were enabled to send goods to England under present conditions and do a fairly good business.

Mr. Paterson: "Could the tariff designate those raw materials you use?"

Mr. Jones: "I think so; we will furnish a list."

Mr. Noxon pointed out that the raw material of other manufacturers was admitted either free or at a very small rate of duty. He added: "We do not think you could burden the farmers with a high tariff on agricultural implements. At the same time we think the 20 per cent. duty should be maintained and the duties on raw materials reduced. This would enable us not only to meet American competition, but to keep it out of the country."

BICYCLE MANUFACTURERS.

Mr. W. J. Elliott, Toronto, representing the Bicycle Manufacturing Association of Canada, made a statement as to that business, from which it appeared that the competition of the low-priced American wheels and the importation of machines in parts to be put together in Canada formed the chief grievances, to remedy which they proposed to divide the bicycle item in the tariff into two parts, one imposing a specific duty of $10 on bicycles up to $50 in value and 20 per cent. and the other imposing 30 per cent. on all other bicycles. The present tariff puts 30 per cent. on all. They also asked that parts of bicycles imported be assessed the same as completed bicycles and in the same proportion. They also mentioned that the duty on the raw material increased the cost of the Canadian wheel 10 per cent. The output of the bicycle factories in Canada was $2,000,000 annually; there were 35,000 made in Canada out of a total consumption of 70,000; about one-half the wheels in use in Canada were, therefore, of foreign manufacture. Mr. Elliott complained that persons rented premises in Toronto for a few months, imported the parts and "assembled" them with American labor. He also complained of the importation of prison-made wheels from the prisons at Jackson, Mich., and Chicago. When told that the Customs laws forbid the importation of prison-made goods, Mr. Elliott said that the law was evaded in some way; wheels were imported for $18, and Toronto dealers sold them as good wheels for $60. The Canadian manufacturer could not compete with this class of wheel, because it required a different plant from that required for a high-grade wheel.

Mr. Fielding: "A duty of $10 and 20 per cent. on a wheel that cost $18 would be about 75 per cent."

This seemed to stagger Mr. Elliott for a moment, but he said:—"I suppose it would figure out something like that, but it is made by a class of labor we do not have in this country, partly by prison labor and partly by illiterate labor. One firm in Toronto sells them for $60. The consumer cannot always tell the difference. The dealer puts on a new name and the wheel is painted and enamelled up." Mr. Elliott made a very creditable presentation of his case.

NUTS AND BOLTS.

Mr. W. W. Near, of Pillow, Hersey & Co., of Montreal, and Mr. Gillies, of Gananoque, appeared on behalf of the makers of nuts and bolts and carriage hardware. Mr. Near said that seven factories in Canada made nuts and bolts. He complained of discrimination by Canadian railways. From Toronto to Gananoque the rates were 18c. in carloads and 24c. for less, while from Pittsburgh to Montreal, over three times the distance, the rates were 25 and 30c. Then they had to purchase supplies from abroad, and whether they imported them or bought them of the home manufacturer they paid the duty or its equivalent. Mr. Near and the Ministers had an interesting and very complicated discussion as to whether the home manufacturer took full advantage of the duty, and Mr. Near showed himself not only a shrewd and well-posted business man, but also a very candid debater. He contended that American prices were 28 per cent. lower for export than for home comsumption. He afterwards rather qualified this by saying where there was an association or combine. He admitted that the materials he imported were at present invoiced at regular prices.

Mr. Paterson: "Would you be content with 20 per cent. duty on nuts and bolts if your raw material was reduced so as not to go above 20 per cent.?"

Mr. Near: "No; we would not be so generous as the implement men."

Mr. Fielding: "If you had to submit to a reduction in the duty on nuts and bolts what articles would you want a corresponding reduction on?"

Mr. Near: "On steel, iron and coal." He went on to suggest that instead of giving the manufacturers a rebate of 99 per cent. on their export trade, the Government should give a bounty. It should be remembered that Mr. Near's products—nuts and bolts—are used by the implement men, and they complained of a duty of 55 to 65 per cent. on these articles, which they said they could import cheaper anyway and pay the duty.

Mr. Gillies made representations respecting carriage hardware, which is now taxed 30 and 32½ per cent.

COTTON AND WOOL WASTE.

Mr. S. E. Lichtenhein, of Montreal, manufacturer of cotton and wool waste, which is free, asked for a duty of 3c. a pound, which would give the Government a revenue of $20,000 a year. Incidentally it would benefit his firm. At present they got the waste of all the cotton and woolen factories in Canada and sold at prices 1c. a pound below the American prices.

Mr. Paterson: "I do not see how we would get a revenue if you sell cheapest, because everybody would buy from you."

Mr. Lichtenhein: "Well, you do not mean to think we would sell it for 1c. a pound less after coming up here and fighting for a duty."

Mr. Paterson (laughing): "Well, that is an honest confession."

WIRE NAILS.

The first delegation heard on Wednesday, at which the press was allowed to be present, was that representing the wire nail and tack industry. Mr. F. H. Whitton, of Hamilton, was spokesman. There were also present representatives of the Montreal Rolling Mills, Dominion Wire Manufacturing Co., Peck, Benny & Co., Canada Saw Co., Pillow-Hersey Manufacturing Co., Canada Lead & Barbed Wire Co., Western Wire and Nail Co., Hamilton Barbed Wire & Nail Co. James Purden & Co., of St. John, were not represented, but they concurred in the views set forth by the others, who agreed on Mr. Whitton as their spokesman. The duty on wire nails is at present a specific duty of 1c. per pound. What the delegation wanted was to be left alone with the protection given them by this duty. Mr. Whitton spoke strongly in favor of a specific duty. He advocated the abolition of all ad

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

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Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

valorem duties and the adoption of the specific system instead. This would not only be an advantage to all honest importers but would secure a larger revenue. He complained of the freight rates in Canada, which operated against the interests of the industry, and said that an 18c. rate from Pittsburg carried from 340 to 400 miles, while the same rate from Hamilton only carried 74 to 76 miles. After enumerating the disadvantages which the trade had to endure as compared with the United States, he showed that all the protective duty was used up by these disadvantages, so that only 13 per cent. of the nominal duty was left for protection. Mr. Whitton also read a statement in regard to tacks from the same delegation. He asked that the present duty of 1½c. per pound remain as at present, but that the word "sprigs" be struck out of the tariff and "shoe nails" put in instead.

Mr. Cyrus A. Birge, vice-president of the Canada Screw Co. of Hamilton, made a statement of their industry, and asked for a continuance of the existing duties of 3, 6 and 8c. a pound, and that specific duties be continued.

BARBED WIRE.

Mr. F. Fairbank, of Montreal; T. R. Wood, Toronto; T. S. Hobbs, London; H. L. Ives, Montreal, and James Robertson, Montreal, representing the barbed wire interests, appeared before the committee. Mr. Fairbank read a statement. The present duty is ¼ of a cent a pound, or equal to about 30 per cent. If this was reduced it would mean the closing up of the eleven barbed wire factories in Canada, together with the stoppage of galvanizing and wire-drawing machinery to the value of $150,000, employing 150 men, receiving $50,000 per annum in wages. The barbed wire men have the Canadian market almost entirely to themselves under the present prohibitive duty, because the output of the Canadian factories last year was 6,000 tons and the importation only 220 tons.

SPRINGS AND AXLES.

Mr. B. J. Coughlin, of Montreal, introduced a spring and axle deputation. Mr. W. T. Sampson, of the Gananoque works, read a general statement of the case, from which it appeared that $150,000 was invested in the business, whose capacity was sufficient to supply the demand in Canada, which is 40,000 vehicles annually. They employed 120 hands and paid $40,000 in wages. They paid in duties for raw materials $10,000 a year, and as high as 40 per cent. Their protection was about 65 per cent. They could only run eight months of the year. Prices were very low. Their net protection was really only 15 per cent. Specific duties were necessary. They were making small profits at present.

Mr. James Warnock, of Galt, manufacturer of springs and edged tools and gears, made some remarks. Mr. Matthew, of Gananoque, stated that he used considerable Nova Scotia steel and found it to answer very well, but they certainly added the duty. They were compelled to. Mr. Coughlin's opinion was that they could not get a good quality of steel in Canada.

In reply to Mr. Paterson, Mr. Matthew said he knew that the carriage manufacturers were satisfied with the duty on springs and axles. Mr. Warnock said the carriage manufacturers were getting the best of it. No money was being made on springs and axles. Many manufacturers were selfish enough to want their raw material free and protection for their product. He did not ask for a reduction on their raw material. Mr. Coughlin said he had manufactured for 16 or 18 years. When he began the tariff was at 17½ per cent., and he made money. He added: "While I am a free trader heart and soul, I unhesitatingly say that we must protect ourselves against the Americans. They are making springs in Pittsburg and elsewhere and shipping them to Canada for the same price they will charge me for the steel, simply to get a market for their springs and axles. It is necessary to protect ourselves against this. If the Americans were fair and honest traders I should certainly take no exception to it." Mr. Coughlin went on to complain of

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TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

the Michigan Central Railway buying their springs in Detroit and bringing them into Canada. He also complained of the rebate of duties paid on raw materials imported for use in vehicles exported abroad, because it was impossible to carry that out. Fraud on the revenue was practised. Rebate was got on more than the value of the axle springs.

Mr. G. W. Blackwell, of Montreal, representing the Canada Switch & Spring Co., said that their net protection was really only one-half of the duty in the tariff. With free raw material they would be satisfied with 22½ per cent. With the duties on their raw material they could not do with less than they had now. Mr. Coughlin expressed the opinion that the iron and steel trade of the world would fall entirely to the United States. He also spoke on the favored nation clause.

THE RUBBER INDUSTRY.

The next deputation represented the rubber manufacturers and was introduced by Mr. Neil McCrimmon, of Toronto. In brief, they desired to be left alone. With the exception of the Canadian Company in Montreal, they had not averaged 3 per cent. profit. Their protection had been reduced in 1894. The prices their goods were sold for were smaller by from 30 to 70 per cent. than they were some years ago. There are three rubber factories and two in course of construction. There was invested $2,500,000 capital, with $1,250,000 in plant. They employed 2,000 people. They protested against frequent changes in the tariff. Their business was now at a standstill in consequence of the uncertainty. A bad tariff with stability was better than a better one with frequent changes. They did not want any increase in the tariff. They were going ahead whatever the Government did. These gentlemen made no threats of closing up, and did not talk about not being able to hold their own against outside factories, and consequently made a good impression.

GLASS INTERESTS.

The Dominion Glass Co., Montreal, was represented by Messrs. John Sterling, Maurice Barsalou and George H. Snyder, and the Diamond Glass Co., Montreal, by Mr. David Yuile. Mr. Yuile stated that there were nine glass factories in Canada enjoying at present a protection of 30 per cent. Their output was from $800,000 to $1,000,000 a year. They paid $500,000 annually in wages, which was 65 per cent. of their output. They complained of cheap German labor and undervaluation of imported glass; for this reason they asked for the addition of specific duties on various articles, such as tumblers, lamp chimneys and bottles. Mr. Yuile referred to a statement by Mr. Ballantyne in Hamilton as to a corner on gem jars last fall when jars could only be got for 90c. Mr. Yuile said that in July and August, when out of blast, they sold these same gem jars by the carload for 36¼c.

Mr. Snyder confined his remarks to lamp chimneys. There was one manufacturer in the United States who sold his "seconds" in Canada at slaughter prices, and in order to meet him Mr. Snyder's company had to sell chimneys as low as he did, although it did not pay. "Here is a man," said Mr. Snyder, "who is making all the money he wants in his own country and sells here at 40 per cent. below cost. Now, have you ever heard of such a case before?"

Mr. Fielding, thus appealed to, remarked drily: "If he gave away his chimneys I suppose he would be arrested?"

Mr. Snyder asked that 10c. a dozen should be added to the ad valorem duty of 30 per cent. This seemed an enormous duty to ask, but it was necessary to protect. This man in the United States who was injuring Canada by letting Canadians have good lamp chimneys for less than cost, sent them in, Mr. Snyder said, at 17c. a dozen, so that the duty asked would be between 80 and 90 per cent.

THE ROLLING MILLS.

The rolling mills industry was represented by the Montreal Rolling Mills, the Ontario Rolling Mills, Pillow, Hersey & Co., the Portland Rolling Mills and Peck, Benny & Co. Mr. C. S. Wilcox, of Hamilton, was spokesman. He pointed out that in 1894 the duty on bar iron had been reduced from $13 to $10 a ton, and the duty on scrap iron increased from $2 to $4. They made no special request as to pig iron, but opposed the payment of a bounty or bonus on steel billets or puddled bars. They could not get their raw material in Canada and compete with the United States. If they were to produce bar iron and steel at a lower price they would have to get their raw materials at a lower price. They claimed that on the iron and steel bars made by the mills from imported material there was no protection. Mr. Wilcox gave the following interesting illustrations, taking Hamilton as the point of manufacture: The duty on sufficient scrap to make a ton of bar iron is $5; freight, $2; coal duty, $2.45, or altogether, $9.45 cost of raw materials for a ton of bar iron on which there was a protection of $10. The duty on a gross ton of steel billets necessary to make a net ton of steel would be $5.60. The freight would be $3, and the duty and freight on three-quarters of a ton of coal would be $1.84, or a total of $10.44, against which they had a protection on the bars of $10. It requires one and one-eighth tons of pig iron to produce one ton of steel billets and it took a gross ton of pig to make a ton of puddled bars. There is a bonus on the pig iron of $2.40 and on the steel billets of $2, equal to $4.40. In addition there is a Customs duty of $5 a ton, making a total protection of $9.40 a ton. In the United States steel billets are worth an average of $15.50; puddled bars in England were 71s. 6d,, equal to $17.40 a gross ton; Canadian puddled bars were $25 per gross ton, and the United States bar was $1 per hundred pounds, or, duty paid into Canada, $33.60 per gross ton. The Canadian manufacturer using Canadian puddled bars at $25 would pay in Montreal other charges to lay them down, and would have to add 10 per cent. for waste in rolling, bringing the total cost of this material up to $28.27 a ton with which to meet American iron at $33.60, leaving to the rolling mills in Canada a margin of $5.33 for 2,240 pounds to cover all their expenses, which made it impossible for them to compete with Americans if they used Canadian puddled bars. They had an invested capital of $3,816,000, employed 2,557 hands, chiefly men, paid annually in wages $997,000, used 70,000 tons of raw material and 45,000 tons of coal. If there was any reduction in the duties on bar iron or steel, then they wanted the duty taken off coal. In Hamilton they used from 18,000 to 30,000 tons of coal per annum, costing at the mine 55c. a ton; freight was $1.85 and duty was 60c., so that their fuel cost them five times as much in Hamilton as it did in the coal districts of the United States.

Mr. Wm. Abbott, of the Metropolitan Rolling Mills, asked that no change be made in the duty of ¾c. a pound on cut nails, and that the duty on horseshoe nails be changed to 1c. a pound, but not less than 30 per cent. The Ministers were also asked to make the duty on horseshoe nails 30 per cent., the same as at present.

Messrs. Raoul Aube and T. P. Earle, of St. Johns, Que., saw the Ministers about the earthenware industry. They asked for no change in the duties, but for a different administration of the Customs Act as regarding their goods.

STARRETT'S

FINE TOOLS

98 Page Catalogue Free.

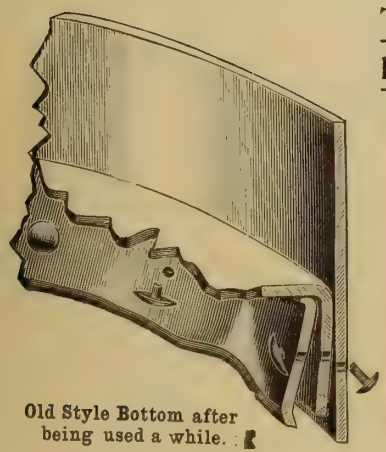
THE L. S. STARRETT CO. Box 5

ATHOL, MASS., U.S.A.

MILK CAN TRIMMINGS

Established 1860.

Incorporated 1895.



Old Style Bottom after being used a while.

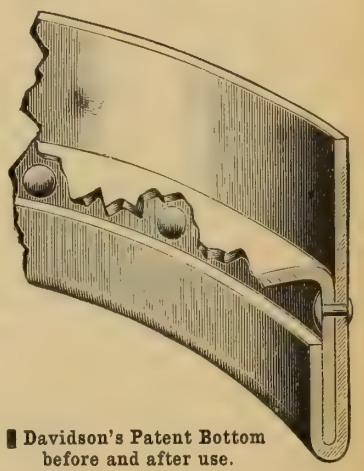
The reason why our Milk Can Trimmings have become so popular . . . .

The accompanying illustrations show very clearly how much superior Milk Can Bottoms, with Outside and Inside Hoop made in one piece for the bottom to fit into, are to the 3-piece bottom.

Rivets are actually not required, although we rivet all our bottoms, but if the rivets break there is no possible chance for the bottom to give.

Nothing but the very finest quality of steel can be used in the manufacture of our Patent Milk Can Bottoms; all Top Hoops shouldered.

If you have not already handled our Milk Can Trimmings, send for sample set, when it will speak for itself.



Davidson's Patent Bottom before and after use.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

HOW ABOUT THESE?

Screen Doors **Screen Windows**

Poultry Netting **Green Wire Cloth**

Screen Door Hinges

We can quote low prices now. Drop us a line.

We are wholesale agents for the **PHOENIX BICYCLE.** Write for Catalogue and terms.

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 FRONT ST. W. TORONTO.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 26, 1897.

HARDWARE.

THE week has not developed much improvement in the general hardware market. The most important change resulting from the meeting of makers last week was a decline of 15c. decided upon in the price of cut nails. This, while to a certain extent expected, has led to some disputes regarding guarantees. There is no genuinely active movement in any line. Barbed and plain wire are featureless, and the same can be said of wire nails. Some small enquiry is reported for horse nails and horseshoes. Screws, bolts, rivets, etc., are dull, and there is no special feature in any other line.

BARBED WIRE—Business continues quiet. We quote: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f.o.b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

PLAIN FENCE WIRE—Business in plain fence wire is of the same dimensions as barbed, being very small. Discounts: 25 per cent. off the list 4 months or 3 per cent., freight prepaid, on lots of 1,000 lbs. where rate does not exceed 25c. per 100 lbs.; smaller lots f. o. b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—Tinners', coppered iron, and coppered spring are enquired for in a small way. Discount is 25 per cent. f.o.b. Montreal, Toronto, Hamilton and London; no deliveries.

WIRE NAILS—Business is confined strictly to actual wants and they appear to be very small. Discounts are: 80 and 2½ off f. o. b. Montreal, in this province, and 80 off in Ontario, with delivery of 10-keg lots where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—The decline decided upon last Friday has led to a lot of dispute regarding guarantees. Demand is extremely quiet. We quote $2.15 per keg f.o.b. Montreal for Quebec, with delivery of 10-keg lots in Ontario, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Discounts on horse nails are unchanged at 50 per cent., and business is only fair.

HORSESHOES—Business is moderately brisk in horseshoes. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5 steel toe weights, $5.50.

SCREWS—Only a moderate business doing. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Orders are canfined to small lots. Discounts range from 10 to 12½ per cent.

CARRIAGE BOLTS—There is some enquiry for carriage and tire bolts. Discounts are 60 per cent. on the former and 60 and 10 on the latter.

IRON RIVETS—A few small orders are arriving. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs; tinned iron rivets, 65 and 5.

COPPER RIVETS — Rule quiet also; discounts, 50 and 10 per cent.

WASHERS—Quiet at 55 per cent.

CORDAGE—Enquiry for cordage is small. We quote sisal rather easier at 6¾ to 7 for 7-16 and upwards and manilla unchanged, at 8¼ to 8¾c. for 7-16 and upwards, and 8¾ to 9¼c. for the smaller sizes.

CHURNS AND CLOTHES WRINGERS—There has been a moderate demand for these.

SPADES AND SHOVELS—Discounts are unchanged and there is a fair enquiry.

AXES—Small lots are taken at a range of $5 to $9.

CUTLERY—No change to report.

BUILDING PAPER — Trade very light. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING — Very little doing, with discounts unaltered.

CEMENT—The feature in cement has been the enquiry from western buyers for spring shipment, but up to the present no contracts of importance have been placed. We quote: English, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS—There has been no enquiry for firebricks for spring shipment, but no contracts on this account are yet noted. We quote $17.50 to $22.50 per 1,000, as to brand.

WARE—Some small lots of enamelled and granite ware are moving, and demand is also noted for sugar-making utensils and dairy furnishings.

METALS.

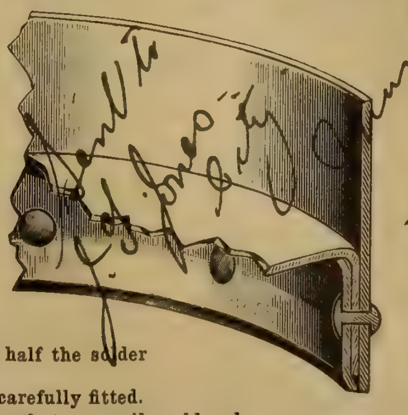
There has been little change in the heavy iron and metal markets. The general tendency of values is steady, though buyers and importers generally appear to be less anxious than usual regarding supplies for the

MILK CAN } TRIMMINGS That Last Longest.

For Durability

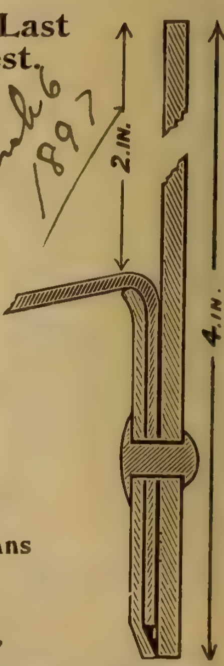
There is no equal to the

3-piece bottom.



No portions of the material are broken in bending.
The bottom cannot spring or break away from body.
Being firmer, they take only half the solder used on others.
All hoops are shouldered and carefully fitted.
All parts have bright tin edges that are easily soldered.

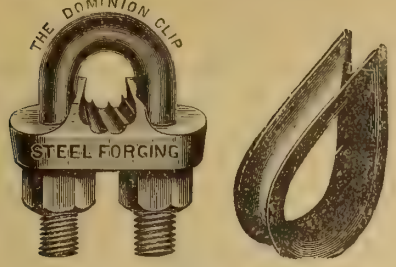
Full Stock of Tinned Sheets for Milk Cans and Cheese Vats always on hand.



Actual Thickness.

The McClary Mfg. Co. LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

299 St. James Street and 10 Victoria Sq.

Send for 1896 Catalogue MONTREAL

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

SUMMER

Sporting Goods

FISHING TACKLE, LACROSSES, FOOTBALLS, BASE BAGS, PUNCHING BALLS, TENNIS, BOXING GLOVES, Etc. Our TACKLE stock is the finest in the Province, and we pay special attention to Mail Orders. Send for Catalogue B.

The Wightman Sporting Goods Co.

403 ST. PAUL ST., MONTREAL.

spring. What movement from stock that is noted is also of a small hand-to-mouth character.

PIG IRON—A few small lots of Summerlee at $20.50 is the only business noted in pig iron. We quote: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No.2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—The nominal price for bar iron is $1.50 to $1.55, but the price depends greatly on what other goods are purchased with the order.

BAND IRON—Dull and unchanged at $1.75.

HOOP IRON—A few small lots on the basis of $2.25 sums up the week's trade.

SHEET STEEL—Quiet and steady at $2.60 to $2.70.

SHEET IRON—The base price is nominally held at $2.50, but there is very little business passing.

GALVANIZED IRON—Nothing is noted in an import way, and the movement from stock is light. We quote $4.75 to $5.

TINNED IRON—Prices are steady at $5.50 up to 20 gauge, with demand quiet.

LEAD PIPE—Quiet at 7 to 7½c., with 30 and 5 off.

PIG LEAD—Some small lots have moved at $3.75.

INGOT TIN—Continues firm in tone, but enquiry is small at 16 to 16½c.

INGOT COPPER—There is no change in copper, which is quoted at 12 to 13c.

SHEET COPPER—Quiet and firm at 17½ to 18c.

IRON PIPE — Quiet. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE—These are becoming scarce and prices have a higher tendency at $2.50 to $2.65. Offers for spring importation are on the basis of $2.10, against $1.90 last year.

TIN PLATE—The advancing tendency on tin plate continues, though no quotable change from last week's advance is to note. We quote: Coke, I.C., $3.25 to $3.45; coke wasters, $2.90; charcoal, I.C., Alloway, $3.45; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do, I.X,, $4.50.

COIL CHAIN—Continues much as last reported.

BOILER PLATE—Quiet and steady at $1.90 to $2.

TERNE PLATE—There has been more enquiry for these during the week and in line with the advance in tin plate and exceptionally low stocks, values have an upward tendency, none being obtainable here this

W. G. HARRIS

Wholesale Buyer

. . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

The Very Best Varnish

For any hardware or paint dealer to sell is

PERFECTO VARNISH

It is made specially for this purpose. It is a good, old-fashioned, durable, glossy varnish that keeps its brilliance. Is very easy to work. It is put up in nicely labelled tins of ½-pints, pints, ¼-gallons, ½-gallons and 1-gallons. Ten gallons assorted in a case. A liberal supply of attractive business-bringing advertising matter goes with each shipment.

We would like your trade.

. . . . Write us.

The ——

Sherwin-Williams Co. VARNISH WORKS,

St Patrick St., - - MONTREAL.

WALTER H. COTTINGHAM,
Man. Director Canadian Dept.

week under $6 to $6.25, and few at the inside figure.

SOLDER — Quiet and steady at 10½ to 11c.

SHEET ZINC — Without change at $5 to $5.25.

SPELTER—As noted last week at $4.50 to $4.70.

ANTIMONY—Dull at 10c.

SCRAP IRON—Prices are largely nominal at $13 to $14.50 for wrought and $10 to $12 for cast scrap.

GLASS.

Advices from abroad on window glass are much firmer, and jobbers here predict an advance in spot prices in the near future. At this writing, though not quotably changed, they are firmly held, and sellers are not urging sales. We quote: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

Business has continued steady during the past week without special feature. The linseed oil and turpentine markets are both reported quiet. Red lead is somewhat dearer owing to scarcity, and the advance of ¼c. per lb. in New York has produced a firmer feeling in white lead.

WHITE LEAD — Firm. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Scarce, but some may still be obtained at the following: 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—In active demand; first grade, $1; second, 90c.

PUTTY—Same as last week. In bulk, $1.75, and in bladder, $1.90.

GUM SHELLAC—There is a firmer feeling on the report of higher prices abroad. In the meantime purchases can be made at 29c.

PARIS GREEN—In steady demand for forward delivery, at 15c. for drums and 16c. for pound packets.

LINSEED OIL—Market rather quiet. We repeat former quotations: Raw, 46c.; boiled, 49c.; 5-barrel lots 1c. per gallon less.

TURPENTINE— Steady at last advance. We quote: 44c. for single barrels and 43c. for 5-barrel lots.

VARNISHES—A fair sorting trade is passing at current rates.

SEAL OIL—As before, at 48 to 50c. for steam refined seal, and 40c. for straw seal.

CASTOR OIL—Rather easier at 8½ to 9c.

NAVAL STORES—Quiet We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Business in heavy chemicals is fair for the season. We quote: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50.

HIDES.

These remain quiet. We quote beef hides unchanged at 7, 6 and 5c.; lambskins at 90c. and calfskins at 7c. for No. 1, and 5c. for No. 2.

PETROLEUM.

The petroleum market is unchanged. Car lots of Canadian refined, 15½c.; smaller lots, 16½c.

COAL.

Steady. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4 per ton of 2,000 lbs.

ASHES.

Quiet and steady. We quote: First pots, $3.35 to $3.40; seconds, $3.05, and pearls, $4.50.

MONTREAL NOTES.

Cut nails have been reduced 15c. per keg.

Terne plates under diminished stocks have been marked up from 15 to 25c. per box.

The advance of ¼c. per pound in white lead at New York has stiffened the feeling here.

Offers on Canada plates for spring delivery this year are 20c. per box higher than for the corresponding period last spring.

Several of the Montreal manufacturers of cut nails, wire nails, bolts and nuts, were in Ottawa this week giving evidence before the Tariff Commission.

ONTARIO MARKETS.

TORONTO, Feb. 26, 1897.

HARDWARE.

THE feature of the trade is the decline of 15c. per keg in the price of cut nails. Business generally is much about the same as a week ago, quiet and uninteresting. Owing presumably to the contemplated tariff changes, dealers who usually buy heavily at this time of the year are now purchasing only to satisfy immediate requirements. Fence wire continues dull. The improvement in the demand for horseshoes noted last week continues. Churns are still going out freely. The demand for spades and shovels is brisk. A few good orders are being received for building paper. Orders for sap buckets and creamery trimmings are increasing. "Lightning" wringer shave been advanced $1.50 per dozen, being now quoted at $31.50 per dozen.

BARB WIRE, ETC.—Dullness is still the feature of the market. We quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. No guarantee against change in either price or tariff. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—The demand

SPRING.

Spring is here—snow gone—roads getting into condition. How are you on the bicycle question?

Let us start you right with a Stearns catalogue, or, better still, come in and try a Yellow Fellow on our track or in our hall.

Never mind how old or young, stout or lean, we can fit you out.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS., TORONTO. 60

Agents Wanted in unrepresented districts

PEARSON'S PATENT

Cone Rotary Ventilator

For Balky Chimneys, ventilating Churches, Schools, Factories, etc. Substantial in make, ornamental in appearance. Made in sizes from 2½ to 48 inches.

The Montreal Roofing Co.

Sole Manufacturers for the Dominion, Montreal

continues light. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—A fair business continues to be done in coppered spring wire. We quote: Tinners', coppered iron and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS—A few orders are being received, but, in general, trade is still quiet. Discounts, 80 per cent. Ontario, with 10-keg lots delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 and 10 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f.o.b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—As noticed in our editorial columns, the base price of cut nails has been reduced 15c. per keg. Base price is now $2.15 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade continues steady. Discount, 50 per cent.

HORSESHOES — There is a continuance of the improvement noted last week. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS — Trade is moderate. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE — Orders are still small. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS — A fair trade is being done. Discounts: Carriage bolts, 60 per cent.; tire bolts, 60 and 10 per cent.

RIVETS AND BURRS—Trade is moderate. We quote: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—Orders are exceedingly small. We quote: Sisal, 7-16 in. and larger, 6⅜c.; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Are moving freely in small quantities. Discounts: 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—The feature in this line is an advance of $1.50 per dozen in the price of the "Lightning," the quotation now being $31.50. The "Royal Canadian," with brass corners, is still quoted at $29.50.

SPADES, SHOVELS, ETC. — The demand for these is brisk, but it is nearly altogether in the cheaper grades. Ditching and draining tools are beginning to be called for. Discount on spades and shovels is unchanged at 45 per cent.

AXES — Quiet at $5.25 to $9 per box.

BUILDING PAPER— A few good orders are being received, but in general trade is quiet. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING — Trade has shown quite an improvement and enquiries for prices are coming in freely. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

ENAMELLED WARE—A fairly good demand is reported for enamelled ware.

TINWARE, ETC.—Orders for regular stock have not been as large as they were, but an increased demand is to be noted for sap buckets and creamery can trimmings. Milk can trimmings are moving but slowly.

CEMENT — Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

METALS.

The firmness noted a week ago in Bessemer pig iron continues. Otherwise metals are in much the same condition as a week ago.

PIG IRON—Locally there is no feature to note. Advices from Pittsburg, under date of February 24, state: "Bessemer pig iron is stronger and more active under large buying from consumers and some speculative purchases. Naylor & Co. bought 10,000 tons in the Valley at $10 about the close of last week. Yesterday all available lots at this figure were quickly absorbed and later $10.25 was paid. At this writing $10.35 is bid for April and May delivery, and no sellers under $10.50."

BAR IRON—There is no improvement. The base price, f.o.b. factory, is $1.40 to $1.45, and from stock $1.50 to $1.55 is the idea.

HOOP AND BAND IRON — Trade is still quiet and prices unchanged. We quote $2.25 per 100 lbs.

SHEET STEEL—A slightly increased business is to be noted in the better grades, but the volume of business generally is much about the same as a week ago. We quote as follows: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—Although orders are not as large as they were a week ago, the demand is still good. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—Shipments from stock are only small, but import orders are still being freely booked. Quite a number of deliveries covering orders booked some time ago have been made this week. We quote: Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

TINNED IRON—Business in this line, following as it does that of milk can trimmings, is not brisk, orders being small for this time of the year. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Quiet and unchanged. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Quiet. Discount, 60 and 5 per cent.

PIG LEAD—Demand is still only for small lots. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER —Trade is quiet. We quote large lots at 12⅝c. and small lots at 12⅞c.

INGOT TIN—A steady trade is being done, but sales of round lots are reported. We quote: 16¼ to 16½c. For large quantities these figures can be shaded.

SHEATHING COPPER—Trade is quiet. We quote; Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE — Business has been a little better during the past week. We quote: ¼-inch, 60 and 5 per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 50 per cent.; ¾ to 2 inch, 50 and 5 to 50 and 10 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Quiet. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Dull and unchanged. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—The improvement noted last week continues. Shipments from stock during the past week have been numerous both in charcoal and coke plates. We quote: Cokes, $3.15 for 14 x 20 and $6.25 for 20 x 28; charcoal plates, $3.50 basis for good brands.

COIL CHAIN—Quiet and unchanged. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES—The slight improvement noted a week ago continues. We quote: I C, $6; I X, $8.

SHEET ZINC—Trade is quiet. We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Still quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Is going out freely at unchanged prices. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

The condition of trade in window glass is much about the same as a week ago, namely, import orders being freely booked, while shipments from stock are light. We quote from stock: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

PAINTS AND OILS.

The white lead market is much firmer, an advance of 25c. per 100 lbs. having taken place in New York. In the near future we shall probably see an appreciation in the price at home. Red lead is scarce and prices have a hardening tendency. Ready mixed paints are being booked freely and the shipments, considering the cold weather prevailing, are extremely satisfactory. Varnishes continue to show a fair output and prices are more satisfactory. On the whole, the prospects for general trade seem more cheery, and several large manufacturers say they anticipate a busy March.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3.65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; 10 to 20 barrels, 45½c. Boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c., 10 to 20 barrels, 48½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE — We quote as follows: 1 to 4 barrels, 44c.; 5 to 9 barrels, 43c.; 10 to 15 barrels, 42c.: freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

MOST PROFIT

Is made in the long run on goods that give to customers best SATISFACTION.

NICHOLSON FILES ARE THE Best Sellers

Because they have had a Universal Reputation for 30 years of being the STANDARD of AMERICA, and they are well known to be UNIFORMLY RELIABLE.

NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A

LARGEST PRODUCERS IN THE WORLD.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

PETROLEUM.

Trade is fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

SEEDS.

Sellers, according to the views of buyers, are holding alsike at higher prices than the condition of the market warrants. Values are nominally $3 to $4 per bushel f.o.b. at outside points for good to choice, while lower grades would be no temptation except at lower prices. Timothy is moving in small quantities only. Machine-threshed is quoted at $1.25 to $1.40 at outside points and bright unhulled at $1.75 to $2. Red clover is quoted at $4.40 to $4.80 for prime to choice. There is a great deal of inferior being offered, some of which is unmerchantable.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7⅜ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5 to 6c. for No. 2. Sheep and lambskins, 90c. to $1.

WOOL—The market is dull and featureless. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Cut nails have been reduced to $2.15 basis.

"Lightning" wringers are $1.50 per dozen dearer.

Another reduction has taken place in green wire cloth, the price now being $1.35 per 100 square feet.

A new churn is being put upon the market. It is named the "Dairy Favorite," and is built on the rocker principle.

Several large shipments of hardware have been made to Manitoba, the Territories and British Columbia by Toronto wholesale houses during the past week.

H. S. Howland, Sons & Co. are in receipt of shipments of Wostenholm's and Elliot's table and pocket cutlery. A shipment of Butler's cutlery is due next week.

Sanderson Pearcy & Co. are fortunate enough to have a large shipment of star and double diamond glass coming forward ex Norse King from Antwerp, and expect delivery within the next few days.

UNITED STATES MARKET.

NEW YORK, Feb. 26, 1897.

PIG TIN—For the day a positively dull market is to be reported. Orders from out of town were comparatively few and almost wholly for rather small parcels, while speculation remains virtually dead in this quarter. Rather favorable London advices, along with light importations, served to stiffen values somewhat and at the close 13.50c. cash, or 13.55c. upward f.o.b. was quoted for five-ton lots for spot delivery. About 575 tons are afloat from Europe, including 250 tons on the overdue Cambrian, but the supply in transit, as well as that on the spot, is equally firmly held.

COPPER—Neither export nor home trade buyers manifest lively interest. In fact, business is on a rather small scale and the demand rather slack. The mining companies hold firmly for full former prices, however, and comparatively little metal is offered from other sources. Hence prices hold at least superficially firm, in the absence of anything more unfavorable in European advices than reports of dull speculation. The line of prices here is 12c. for Lake Superior ingot; 11½ to 11¾c. for electrolytic, and 11⅜ to 11½c. for casting stock.

PIG LEAD—The demand from all sources was moderate and the offering, outside of lots of a few carloads by small holders, was very light also. In fact, there seemed to have been a virtual stand-off. Probably small lots could have been secured at 3.30c. on the spot, but sellers generally asked 3.32½ to 3.35c. London cable quoted £11 5s. for soft Spanish.

SPELTER—Leading western smelters have advanced their prices on the basis of about 4.16c. for delivery here or at common point, and no lower quotation than 4.10c. on prime stock was made elsewhere. There is no life to business here in the article, but good sales

Do You Know

OF ANY BUILDINGS
TO BE ERECTED
THIS SEASON ?

If so, don't you think you could arrange to sell the owner an embossed steel ceiling ?

There is Money in it for You

SUITABLE FOR

Stores, Houses, Colleges, Schools, Theatres, Hotels, etc.

RETURNED
JUL 17 1897

Our Catalogues Are Yours For The Asking

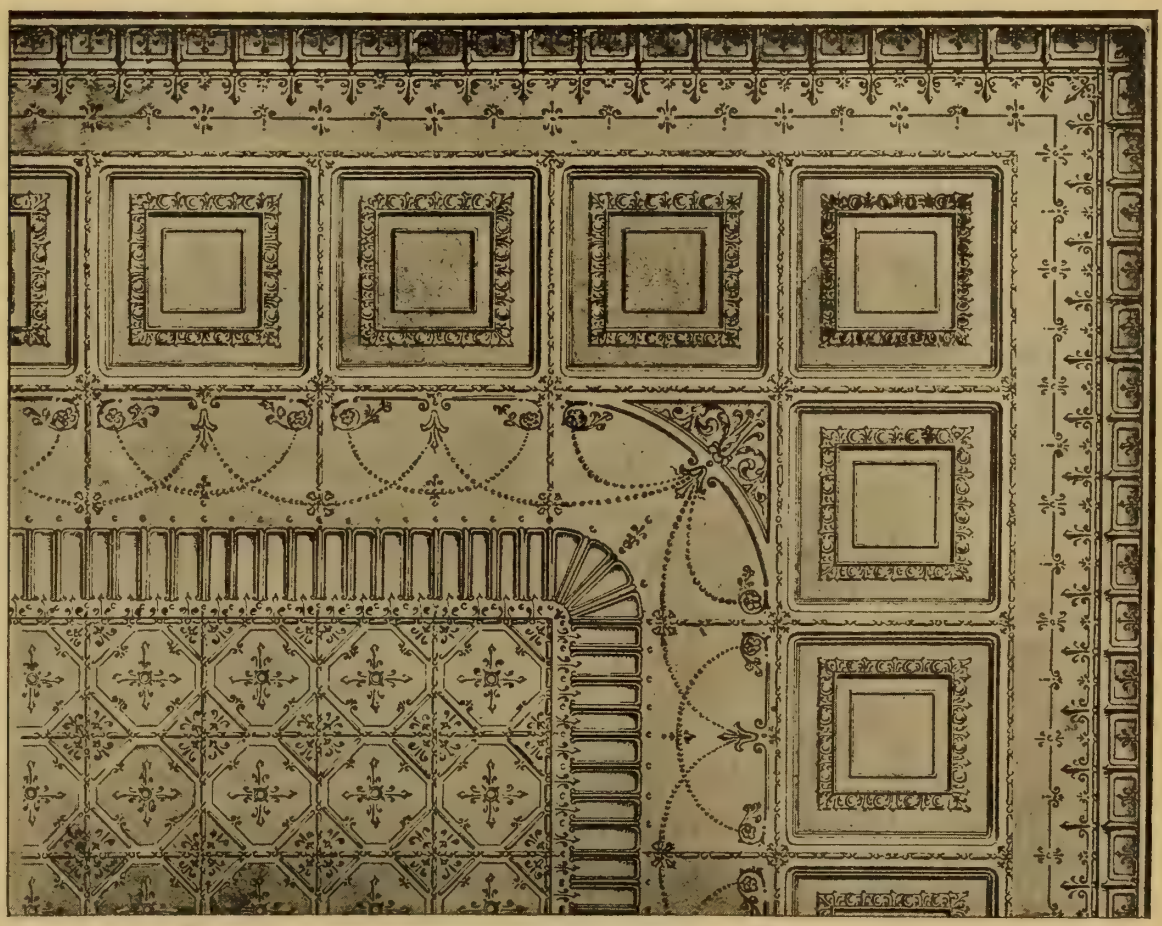


FIG. 19 (PAGE 15 OF OUR '96 CEILING CATALOGUE).

Showing section of ceiling with Panels, Border, Coves, etc., complete.

These goods are handled by the Hardware and Tinware Trade, to whom we allow a liberal discount.

We are always on the Lookout for Live Agents.

THE PEDLAR METAL ROOFING CO.

Largest Manufacturers under the British Flag of Sheet Metal Building Materials, Metal Roofing, Metal Sidings, Cornices, Skylights, Corrugated Iron, Finials, Weather Vanes. Fire-Proof Shutters, Corrugated Conductor Pipes and Elbows, Eave Troughs, etc.

Head Office and Works:

OSHAWA, ONT.

were reported from the west. London cable quoted £17 11s. 3d. for good merchant brands.

ANTIMONY—A steady jobbing business is taking place and prices remain very steady. Regulus quoted at 7¼ to 7½c. for Cookson's, 6⅞ to 7c. for Hallett's and 6⅝c. for Japanese.

TIN PLATE—The market for American plate is somewhat steadier, not so much from new business, although this is of fair volume, as from smaller offerings by manufacturers, the most of whom are now fairly well off for orders. Foreign plate remains very quiet and unchanged.

IRON AND STEEL—Orders for pig iron were somewhat more numerous, and made up a quite good total. The call was chiefly for rather small lots, however, and buyers experienced no difficulty in purchasing at old prices for either prompt or near future delivery.

In heavy finished products, such as rails, structural shapes, pipes, etc., new business is merely fair, but the movement of merchant iron, such as bars, hoops, etc., is fairly large. Prices are without important change.

CANADA'S MINERAL PRODUCTION IN 1896.

A SUMMARY of the mineral production of Canada last year was issued by the Geological Survey, on Thursday, the total value being placed at $23,627,305, as against $22,000,000 in 1895. The value of the metal is given at $8,035,640, made up as follows: Copper (fine, in ore, etc.), 9,385,556 pounds, $1,021,148; gold, $2,810,206; iron ore, 88,206 tons, $184,313; lead (fine, in ore, etc.), 24,199,970 pounds, $721,384; nickel (fine, in ore, etc.), 3,500,000 pounds, $1,155,000; silver (fine, in ore, etc.), 3,205,343 ounces, $2,147,589; total, metallic, $8,039,640.

The value of iron metallic totals $15,087,665, the chief items being coal, 8,743,234 tons, value $8,006,305, and petroleum, 726,822 barrels, value $1,155,646.

The official statistical statement shows increases in the production of coal, copper, gold, lead and silver, while the output of iron ore, natural gas ($276,301), and nickel has fallen off to a considerable extent.

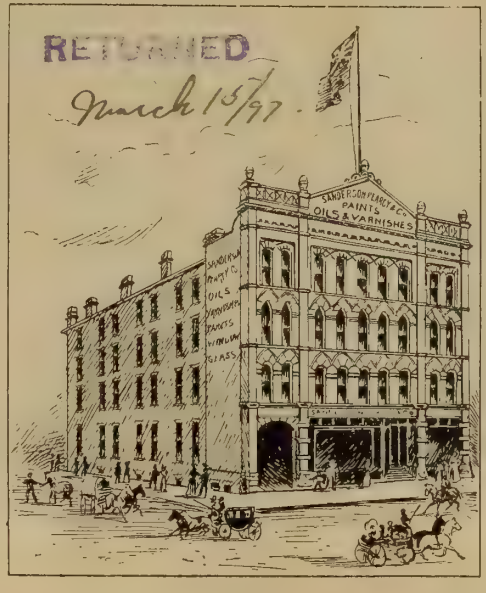
The increase in coal is altogether due to Nova Scotia, which produced 296,173 net tons more than in 1895, but this increased output is offset in a large measure by a decrease of 104,629 tons in the production of British Columbia copper, which shows a large decrease in Ontario and a small increase in Quebec, while British Columbia's contribution is 3,818,556 pounds, which amount is 1,848,193 pounds more than in 1895. In gold large increases are to be credited to Nova Scotia and Ontario, but British Columbia heads the list with an increase over the previous year of $497,675.

The production of lead is altogether that of British Columbia, and has increased in the year by over 1,000,000 pounds, but a decreased market price of 8 per cent. lessens the total value by $28,582. Natural gas shows a decrease in value of $146,761, or about 34 per cent., which would seem to be due to a heavy falling off in the production of the Welland gas field.

Ontario's nickel production is reduced during the year by nearly 400,000 pounds and shows a decreased value of over $200,000. British Columbia shows an output of silver amounting to 3,135,343 ounces, valued at $2,100,689, an increase during the past twelve months of 1,429,660 ounces in quantity and in value nearly $1,000,000.

NEW HARDWARE STORE.

A new hardware store has been started in Fenelon Falls. John H. McGee, who has resided for many years in that place and is well and favorably known, is the proprietor. Mr. McGee will carry a full line of hardware, stoves, tinware, paints, oils, etc. He has got a nice and attractive store as well as a good stock. HARDWARE AND METAL wishes him success.



The above cut shows the wholesale paint warehouse of Sanderson Pearcy & Co as it appeared before the recent fire, and as it will appear again shortly when the work of reconstruction, which is now being rapidly pushed, is finished. The firm expects to be back in its old premises in about three weeks. The firm has obtained the full insurance on the stock and 50 per cent. of the insurance upon the building.

A business man can no more misrepresent goods and reap success than can a farmer sow tares and reap wheat.

A LESSON TO THE GOVERNMENT.

IT is most regrettable from a business point of view that the Dominion Government has found it necessary to defer the opening of Parliament till March 25th, two weeks later than it was called for.

With the revision of the tariff, the chief business of the House it was necessary that Parliament should meet as early as possible. Manufacturers and merchants do not think there will be many drastic changes, yet they do not know what will be done. As long as that uncertainty obtains, the business of the country must necessarily suffer. And it is suffering.

The direct cause of the postponement of the opening of the House is, no doubt, the unfortunate fire which visited the Western block at Ottawa a few days ago.

The Toronto World on Monday morning declared that the cause was not the fire but the tariff. That is nonsense. Situated in the burned block were some of the chief departments of the Government, and after such an event chaos naturally would reign for some time. Had the fire not taken place there is scarcely any doubt the House would have met March 11.

But while the direct cause of the postponement is the fire, if the Government had had the tariff ready for the meeting of the House in January, as it should have had, the work of revising it might have ere this been finished, and the trade of the country would have had an opportunity of assuming its normal condition.

HARDWARE AND METAL urged repeatedly the appointment of an independent commission of practical business men and representatives of labor organizations to investigate the tariff question. Had this been done, instead of the work being delegated to Ministers who already had their hands full in attending to their Departmental duties, the tariff might have been constructed ere this, or at least been receiving the attention of the House, whatever delay might have been caused in other particulars by the fire.

It is said that troubles never come singly. Whether that be so or not it is the well-known experience of every business man that when, through carelessness or design, work in this or that department is allowed to lag, accidents or unforseen circumstances often supervene and throw it back still further. The work of governing a country is a business as well as conducting a store or factory.

In a few more days the present Government will have been in power eight months. Its fault during that time is not that it has been indolent, but that it has essayed to do too much. This is evident in regard to the tariff. And now occurs this fire to put it still further behind. It should be a lesson.

We make a specialty of . . .

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REFINED and NORWAY

THE

Guelph Norway Iron & Steel Co., Ltd.

Rolling Mills, GUELPH

Blue Flame Oil Stoves and Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

THE HAMILTON HARDWARE CO., Ltd., Hamilton, Ont.

WELL-KNOWN GOODS

We are pleased to announce that we are Sole Agents in Canada for the famous.....

QUICK MEAL

Gasoline Stoves and Ranges, Gas Stoves and Blue Flame Oil Stoves.

These lines, made by the Ringen Stove Co., of St. Louis, Mo., are celebrated all over the continent for their splendid excellence, and always prove QUICK SELLERS.

WRITE FOR FULL DETAILS AND PRICES.

The Gurney Foundry Co., Ltd. - Toronto

THE GURNEY-MASSEY CO. LTD., - MONTREAL.

Plumber and Steam-Fitter

THE Master Plumbers' Association of Toronto met on Monday night last, when two new members were received. They were Robert Fletcher, 142 Dundas street, and A. J. Hutchison, of 77 Regent street. Refreshments were served at the close of the meeting.

A PLUMBING FIRM FAILS.

Reilly & Son, plumbers, Halifax, have assigned.

YOUNG & BRO. CO., LTD., ASSIGN.

It is with regret that we announce the assignment of Young & Bro. Co., plumbers' supplies and lamp goods, Hamilton and Brampton. The members of the firm are popular and enterprising, and it is to be hoped that arrangements will be made whereby the business may be continued. The assignment has been made to F. H. Lamb, of Hamilton.

RULES WORTH REMEMBERING.

Specific heat, explains an exchange, is the measure of the capacity of any substance for heat, or the ratio of the amount of heat required to raise the temperature of a substance 1 degree to the amount of heat required to raise an equal weight of water to 1 degree F.

The specific heat of water is 1; cast iron, .13; steel, .11; air, .23; copper, 10; lead, .03; steam, .48.

Heat units required to raise the temperature of any substance: Multiply weight of substance in pounds by number of degrees to be raised, and this product by the specific heat.

A heat unit is amount of heat required to raise the temperature of 1 pound of water 1 degree F.

A heat unit is capable of doing 772-foot pounds of work, or 772-foot pounds of work done is capable of producing 1 heat unit.

The foot pound is the unit of work done, and one pound weight moved one foot.

Force is that which tends to move any weight, and the work done by the force is measured by the intensity of the force, times the distance through which it acts, measured in the direction of the force.

Power is the rate at which any agent can work, and is the product of force, distance, and time.

The unit of power is the horse-power, and the doing of 33,000-foot pounds of work in one minute.

Sensible heat can be measured by the thermometer. Latent heat is the heat required to convert one pound of water at a given temperature into steam at same temperature.

A pound of good coal contains about 14,500 heat units.

TEACHING OF PLUMBING.

Scattered throughout the country are a large number of classes for the teaching of the science and art of plumbing, says The Decorators' Gazette and Plumbers' Review, London, England, and for these a large number of candidates are sent in for the annual examinations which are held by the City and Guilds of London Institute. In 1895, 1,342 were presented, a larger number than for any other of the institute's examinations; of these 68 obtained first-class in the honors grade, 136 second-class in the same grade; 85 passed first-class and 324 second-class in the ordinary grade; the rest failed. The numbers keep on increasing; in 1890 only 569 sat. The examination is of two kinds—written and practical; in the latter only 445 candidates sat, and of these 181 passed. The practical examinations were held at 40 centres and are conducted by qualified practical plumbers appointed by the institute, who report to the chief examiner, who also sees the candidate's work. The material for these examinations is sent from London, and there was used 228 cwt., 3 quarters, 16 lbs. of lead. The examiner, in his report on these examinations, says: "I would beg to draw your attention to the fact that the answers in the ordinary grade are not as good on the average, and would seem to point to the desirability of special lectures being given relating to the science subjects in connection with the plumbing craft, in which many of the candidates are particularly weak. Practical tests and intermediate written examinations should also be given at regular intervals during the session. In some of the centres only a small portion of the practical work has been completed, whereas in other centres the whole of the candidates completed the task in a creditable manner and well within the time allowed."

With a view of providing for more efficient training in the science of plumbing, the institute has prepared a syllabus of instruction which they recommend apprentices to take before they pass on to the ordinary grade; and they suggest that in the teaching a science teacher should be associated with a practical plumber, a course which is pursued at some of the best schools. The preliminary syllabus is as follows:

1. Workshop Arithmetic, Geometry and Drawing.—Duodecimals, mensuration of circle, square and other plane figures, also of cylinder, cone, prism, etc. Simple problems on plane figures and curved surfaces, with special reference to the cutting out of sheet lead in various forms for covering dormers, gutters, lantern lights. Making simple plans, elevations and sections, and rough dimensioned sketches of various details in plumbers' work. The density of the various materials used in plumbing. Calculation of areas and volumes from known densities by weighing.

2. Elementary Physics for Plumbers.—The effect of heat on solids, liquids and gases. Cause of frost burst and various methods of preventing it. The effect of heat in causing motion in liquids and gases. Ventilation of pipes. Thermometers. Measurement of quantity of heat. Relation of quantity of heat applied to rise of temperature in air, water, lead, zinc and other substances used in plumbing. Properties and composition of air and water.

3. Alloys, Solders, Etc.—Properties and composition of various alloys, such as brass, gun metal, etc., used for valves and cocks. Solders, their composition, preparation and uses Fluxes, their action and uses. Various methods of soldering, blow pipe, copper bit, wiping, etc. Special advantages of lead burning.

4. Workshop Appliances and the Principle of Their Action.—The lever, pulley block, screws. Behavior of lead under pressure. Pressure due to the action of liquids and gases. Construction and action of valves used by plumbers. Head of water. Nature of a water seal. Action of the siphon. Principles of construction of various traps, their uses and relative advantages.

5. Tools Used in Plumbing.—Their

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

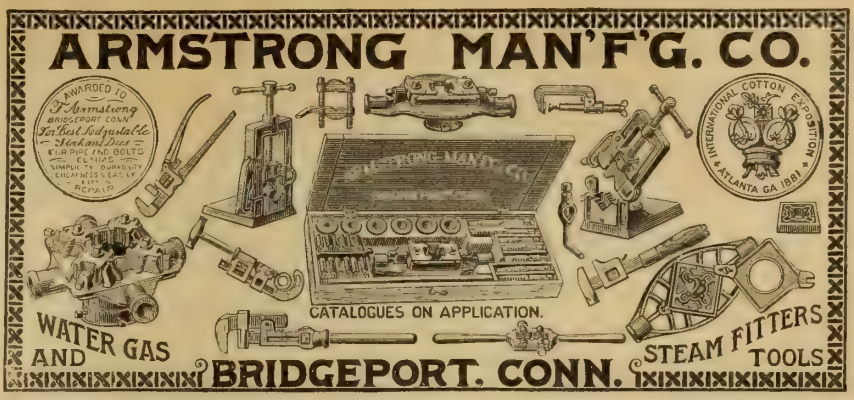
Brass and Iron Goods

Gas and Electric Light Fixtures

536-542 Craig Street,

MONTREAL.

ARMSTRONG MAN'F'G. CO.



WATER GAS AND STEAM FITTERS TOOLS

BRIDGEPORT. CONN.

CANFIELD'S MOULDED RUBBER GOODS

RUBBER HEADED NAILS.

GLASS GAUGE GASKETS, RINGS, BUMPERS.

BOILER GASKETS

SMALL RUBBER GOODS

MOULDED RUBBER GOODS

H.O.CANFIELD ~ BRIDGEPORT, CT.

forms, uses, etc. Fitting up and equipment of workshop. Varieties of pipes used in plumbing. Capacities of pipes of various diameters.

A little more science in this syllabus is desirable, as, for instance, the action of water on various metals, the cause of corrosion in iron, lead, zinc, etc. The general properties of metals, the action of acids, on them, oxidation of metals at different temperatures.

The syllabus, however, forms a good basis of an excellent course for apprentices to plumbing.

THE YOUNG PLUMBER'S BLISS.

How dear to the heart of the average young plumber
Is the thought of a job where his sweetheart abides,
Where she peels the potatoes and runs up a gas bill,
And answers the door bell when callers arrive.

Just watch the expression upon his glad features
When asked by the boss how he likes the new place ;
He eats a short breakfast and carries his dinner—
He sticks to his work like a hound in the chase.

His work runs on smoothly, his plans are so followed,
His pipes are quick run to the pantry and sink ;
He keeps shy of the mistress, but what is so hallowed
To him as the maid who presides at the sink.

He may work in fine parlors rich with mirrors and laces,
And view the fine paintings hung so still in their place,
But to him whose day's toil brings him his wages,
Naught has such sweet charms as the kitchen maid's face.

—W. A. Wolverton, Warren, Pa., in Plumbers' Trade Journal.

PLUMBING RULES.

Puzzled Plumber : "Why is it that they won't let me back vent a 2-inch tap with 1½-inch pipe, and they allow me to use a 2-inch vent with a 4-inch trap?"

Expert : "Oh that's easy! The rules call for 2-inch vent for a 2-inch trap. not 1½-inch. See!

SHOULD BE INVESTIGATED.

THE request of the Bell Telephone Co. for power to increase its rates to $65 is naturally not looked upon with favor by the business community.

No fair-minded man, however, will say "Nay" if the sum of $45 per annum, now being received, is not a fair price.

But it must be demonstrated beyond peradventure that that sum is not fair.

And the only way to ascertain this is by investigation. Let, for instance, an expert accountant and an expert electrician be appointed to make a thorough examination and report thereon.

The company may be losing money at $45, and yet the loss may not be due to the price as much as to incompetent management or antiquated methods. This should be ascertained.

An increase of over 47 per cent. in the rates is a most extraordinary one, and the request to be granted power to levy them should not be conceded unless as a matter of justice.

As far as HARDWARE AND METAL is concerned, we are free to admit that we are sceptical as to the ability of the company to show cause for increasing the rates, especially to the extent of 47 per cent.

The tenders which are now before the City Council of Toronto demonstrate that there are companies with systems claimed to be more efficient as well as more modern who are willing to accept $36 for a business service and $20 for a private house service, and, in addition, pay the corporation 6 per cent. of its income for the privilege of possessing the franchise.

But whatever may be the righteousness of the Bell Co.'s request, subscribers in Toronto will not be satisfied unless the company give a better service than they now do.

PIG IRON PRODUCTION.

THE Iron Age in its monthly summary of pig iron production says: "The rising tendency in the rate of pig iron production which developed in October last seems to have run its course, the increase in January being so small that the rate of output may be considered stationary. Of course, a very large share of the production is that of furnaces directly connected with steel works or rolling mills. In January this amounted to 375,000 tons. Considering the blowing in during January of some large furnaces, this represents a capacity of about 87,000 tons per week. This leaves about 70,000 tons per week as the quantity of metal which may be said to reach the open market. The steel works do not report stocks, so that it is impossible to arrive at any data bearing on the question whether they are using up some of their accumulated stock.

"The stocks of iron in the hands of furnaces which sell in the open market have grown quite rapidly in the last few months, as shown in our report. This proves that the consumption was light during December and January.

"The weekly capacity of all the furnaces on February 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
February 1, 1897	154	162,959
January 1	154	159,720
December, 1, 1896	147	142,278
November 1	133	124,077
October 1	130	112,782
September 1	145	129,500
August 1,	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1,	196	189,398
April 1	200	187,451
March 1,	207	189,583
February 1	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	150,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762

"As compared with previous months the record of active charcoal and coke and anthracite furnaces stands as follows:

	Coke and Anthracite— Number in blast.	Capacity per w'k.	Charcoal— Fur'ces in blast.	Capacity per w'k.
February 1, 1897	136	157,815	18	5,144
January 1	135	154,264	19	5,456
December 1, 1896	128	137,096	19	5,182
November 1	112	119,094	21	5,083
October 1	105	105,520	24	6,562
September 1	124	123,271	21	6,229
August 1,	153	150,814	23	6,264
July 1	168	174,041	23	6,491
June 1,	175	176,749	19	5,471
May 1	180	184,634	16	4,760
April 1	180	182,162	20	5,289
March 1	187	184,104	20	5,479

"The position of stocks, sold and unsold, as reported to us February 1, was as follows, the same furnaces being represented as in former months:

	Sept. 1.	Nov. 1.	Jan. 1.	Feb. 1.
Anthracite and coke	807,942	734,406	743,318	810,129
Charcoal	156,113	160,336	167,325	178,778
Totals	964,055	894,742	910,643	988,907

"In some of the leading charcoal producing districts a very large share of the January product was added to stocks."

GREEN WIRE CLOTH AGAIN DROPS.

Another drop of 5c. per 100 square feet is announced in the price of green wire cloth.

This brings the price down to $1.35 per 100 square feet, the lowest figure yet touched.

Competition from the United States is the cause of the decline.

ITS AXLE IS HOLLOW.

The hollow axles fitted on all the Wolff American high-art cycles are one of the many points connected with this wheel and it is covered by special patent. They are constructed with a hollow space throughout the length of the axle in which is placed a wick. This wick absorbs all the oil and retains it, only allowing a regular quantity to escape through a small opening over the bearings. By this means no more oil is used than is necessary, and one injection will probably last for a distance of 1,500 miles without any further attention, besides keeping everything free from oil on the outside or from spreading where it is liable to collect dust. Dorken Bros. & Co., Montreal, are the representatives in Canada for these wheels.

HAMILTON CASH REGISTER

Manufactured by the

Hamilton Brass Mfg. Co.

HAMILTON, ONT.

Before buying a Cash Register, write to the Hamilton Brass Mfg. Co., and we will guarantee to save money for you in the price you pay for a Cash Register and in the handling of your business.

The Hamilton Cash Register is a duplicate of the National Cash Register, and is of the highest class. You can make no mistake in buying the Hamilton Cash Register, as the National Cash Register Co. will pay you in cash the full amount you pay for a Hamilton Cash Register. This they advertise to do, and give their agents instructions to carry it out, and in some cases the agent has offered $35 more for a Hamilton machine than what was paid for it. This should satisfy you that the Hamilton Cash Register, if not the best, is equal to the National in every respect.

We have a number of the National Cash Registers on hand, both new and second-hand, which we have taken out and replaced with the Hamilton Cash Register. We now have those machines for sale for about one-half the price which was paid the National Cash Register Co.

Write for catalogue and particulars of Cash Registers, Cash Carriers, and Store Fixtures of all kinds.

WHERE CREDIT IS NECESSARY.

THE Washington Evening Star tells a story of a Kentucky postmaster which illustrates the value of credit and the resourcefulness of both buyer and seller in the case rather than the advantages enjoyed by Kentucky trading postmasters.

Most salesmen would have left the trader to buy the postage stamps of the Government, and by so doing lose the sale of his goods. The trading instinct in this instance came to the fore and made both ends meet.

"I obtained a peculiar order from a Kentucky storekeeper," said a cigar salesman. "I left the railroad to work some interior towns and stopped at the country stores en route. At one of these places I found a man whom the commercial agencies gave a good rating and who acted as postmaster as well as storekeeper. I handed him my card, and he said :

"'Thar ain't but one thing yo' kin sell me.'

"'What is that?' I enquired.

"'Yo' kin sell me 'bout $50 wuth o' stamps, envelopes an' postal kyards.'

"'Why, you can get them from the Government.'

"'No. I kain't. Yo' see they won't credit me. I hev ter sell stamps an' put 'em on people's bills, but th' Government won't let me hev none 'thout sendin' th' money. 'Tain't right, o' cose, fer I'm good, they orter know thet. But I hain't got a stamp nor a kyard in th' office an' no way ter git none. I'll hev ter buy 'em somwhars.'

"After becoming convinced of the man's solvency, I sold him a line of stamps, stamped envelopes and postal cards, to be shipped with a bill of cigars."

PIG IRON PRODUCTION IN 1896.

One of our British exchanges, The Iron and Coal Review, makes the following estimate of the world's pig iron production in 1896.

So far as the available statistics enable a conjecture to be made of the pig iron output of 1896—for at this stage it can only be a conjecture—it is likely to be by far the largest on record. The best estimates that can be made place it at 30,500,000 tons, of which the contributions that can be appraised with approximate confidence are the following :

	Tons.
Great Britain	8,650,000
United States	8,623,000
Germany	6,200,000
France	2,250,000
Russia	1,600,000
Austria-Hungary	1,300,000
Belgium	650,000
Sweden	550,000
Total	30,123,000

And when to this we add contributions from Canada, India, Italy, Spain, China, Japan, Mexico, and other countries, we can depend upon it that we are rather under than over the mark.—American Manufacturer.

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director. W. C. MACDONALD, Actuary.

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN KING, general merchant, Fort William, is offering to compromise at 40c. on the dollar, and a meeting of creditors has been called for the 1st prox.

A. Deschamps, Jr., hardware, Montreal, has assigned.

J. Racette, general store, St. Julienne, Que., has assigned.

W. Knox, general merchant, Bridgeport, N.S., has assigned.

The general stock of John Trehas, Webbwood, has been seized.

J. D. Lee, hardware, Arnprior, has compromised at 30c. on the dollar.

W. A. Broddy, general merchant, Uxbridge, has obtained an extension.

F. P. Grenier, general merchant, Ancienne Lorette, Que., has assigned.

R. W. Mutchmore, merchant, Galt, has assigned to C. B. Armstrong, London.

The Huyck Mercantile Co., Colborne, has compromised at 55c. on the dollar.

A. Liberman, general merchant, Yarmouth, N.S., is offering to compromise.

J. H. Loiselle, hardware, Valleyfield, Que., is offering to compromise at 50c. on the dollar.

A meeting of the creditors of H. Fauteaux, hardware, Ste. Cunegonde, Que., has been called for March 2.

A meeting of the creditors of John R. Andrews, general merchant, Marbleton, Que., has been called for 1st prox. to appoint a curator.

PARTNERSHIPS FORMED AND DISSOLVED.

Snow & Williams, general merchants, Digby, N.S., have dissolved.

McLatchie & Bolton, blacksmiths, Toronto, have dissolved. H. B. Bolton continues.

Snyder & Co., blacksmiths and agricultural implements, Huntsville, have dissolved.

J. Snyder, blacksmith, Huntsville, has admitted W. Bray as partner under the style of Snyder & Bray.

F. W. Pickles, C. W. Mills and S. W. W. Pickup have registered a co-partnership in Annapolis, N.S., to carry on business in bicycles, etc., under the style of the Annapolis Machine and Bicycle Co.

SALES MADE AND PENDING.

James Hill, general merchant, Ospringe, is advertising business for sale.

The stock of J. & J. Straitch, general merchants, Teeswater, has been sold.

The assets of E. Prevost & Co., stove manufacturers, Montreal, have been sold.

The mills, etc., of J. & J. Livingston, flax and oil mills and foundry, at Baden, Stratford, Tavistock, Seaforth, Blyth, Brussels, Listowel, Palmerston, Linwood and Wellesley, are to be sold by auction.

The stock of Annie E. Smith, general merchant, Port Royal, is advertised for sale.

The real estate of J. A. Bernardin, general merchant, Buckingham, has been sold.

J. Becaire, general merchant, Grande Freniere, Que., is offering business for sale.

The stock of the estate of B. McDonald, general merchant, Flesherton, has been sold.

The assets of W. J. Melrose, general merchant, Georgeville, Que., are to be sold on 2nd prox.

The stock of Mutchmore & Co., department store, Galt, is to be sold by auction on 3rd prox.

The stock of the Walker Foundry Co., Ltd., Belleville, is to be sold by auction on the 3rd prox.

CHANGES.

C. E. Dansereau, hardware, Montreal, has sold out.

A. Langlois is opening a general store in St. Alban, Que.

F. C. Bowles, hardware, Ingersoll, is giving up business.

Lewis Lewis, stoves, Victoria, has sold out to Geo. Powell & Co.

D. W. Kennedy, tinware, etc., Pickering, is removing to Claremont.

Alexander & Lefebvre have started a bicycle business in Toronto.

Gagnon, Spragge & Co., are opening out in railway supplies in Montreal.

A. G. Frederick, general merchant, Alice, Ont., has removed to Pembroke.

W. B. Sweet, general merchant, Inkerman, has removed to Hemington.

Hannah Boulter,, general merchant, Yearley, has been succeeded by W. Quinn.

N. Delisle has commenced business as blacksmith in St. Tite Champlain, Que.

A. Halliday, general merchant, Boissevain, Man., is opening a branch at Ninga.

A. L. Orvis, general merchant, Kinsale, is giving up business and leaving that place.

Harry O'Brien has been registered proprietor of the paint firm of H. O'Brien & Co.

Stanley Ashworth, general merchant, Ashworth, has been succeeded by Jesse Thompson.

A hardware business has been opened out in Harbor Grace, Newfoundland, by H. H. Parsons.

James Crathern has been registered proprietor of the wholesale metal and hardware firm of Crathern & Caverhill.

J. H. Miller and W. H. Anderson are opening out in agricultural implements in Elkhorn and Fleming, respectively.

FIRES.

Glass Bros. & Co., pottery manufacturers, London & Pottersburg, have been burned out.

T. C. Miller & Co., general merchants, Millerton, N.B., have been burned out; insured for $3,300.

W. Conboy, general merchant, and G. Ramsden, hardware, both of Erin, have been burned out.

Alex. Brown, general merchant, Vasey, Ont., has been burned out; no insurance; consulting creditors.

Duchesneau & Dunn, carriage builders, etc., Windsor Mills, Que., have been burned out. So have McDonald & Co., tinsmiths, of the same place.

SHERBROOKE TRADE GOSSIP.

SHERBROOKE, Feb. 23. — Business has been dull during the past week. Nails are demoralized, as the Maritime Nail Co. are offering to small dealers wire nails at $2.38 basis delivered in 10-keg lots.

Messrs. Brown, representing Caverhill & Learmont; Buzzell, representing Lewis Bros.; J. Fales, representing J. S. Mitchell, and C. Maxwell, representing A. McPherson & Son, are all on the road in this section, and report business slow.

Merchants are unwilling to buy, owing to uncertainty about the tariff.

The Patron stores are a thing of the past.

Mr. J. S. Mitchell is on a visit to New York, Philadelphia and Washington.

Mr. James Kerr has been laid up with la grippe.

Maple Sugar Makers' Supplies.

Sap Evaporators.
Storage and Gathering Tanks.
Record Double Tin Sap Spouts.
Saccharometers, Thermometers, etc.

Address ———

THE G. H. GRIMM MFG. CO.
84 Wellington St., MONTREAL

ELEVATOR MOTORS.

Would a manufacturer of Electric Motors for elevators kindly correspond with this office as we have an enquiry from a probable purchaser? Address,

Canadian Hardware and Metal,
Board of Trade Building, Montreal.

CLOCK AND TOY MOVEMENTS
Cyclometers
Brass Models, Door Bells and Burglar Alarms
SEND FOR CATALOGUE

THE STAR MANUFACTURING CO.
New Haven, Conn.

BESSEMER STEEL PRODUCTION.

The American Iron and Steel Association has collected from the manufacturers complete statistics of the production of Bessemer steel ingots and Bessemer steel rails in the United States in 1896, except the comparatively small quantities of standard rails and street rails which were made by manufacturers from purchased blooms. In the statistics of ingots produced is included the production of the few Clapp-Griffiths and Robert-Bessemer plants, and also the production of steel castings by all Bessemer works and the single Wlarand-Legenisel plant at Chicago. The total production of Bessemer steel ingots in 1896 was 3,919,906 gross tons, against 4,909,128 tons in 1895, showing a decrease in 1896 of 989,222 tons, or over 20 per cent. The production of 1895 was much the largest in our history.

The production of all kinds of Bessemer steel rails by the producers of Bessemer steel ingots in 1896 was 1,102,892 gross tons, against a similar production of 1,266,081 tons in 1895, 904,020 tons in 1894, 1,036,353 tons in 1893 and 1,458,732 tons in 1892.

THE POWER OF PRICE.

General advertising operates on a community in a general way; but the feature that directs the steps of the purchaser straight to your store is the fact of the published price and description of the goods, says Dry Goods Chronicle. Time was when the great conservative stores of New York ignored this power of the printed price; they sternly refused to yield to such a degenerating tendency; the traditions of these establishments were against it, and so it was frowned down; although, unfortunately for them, it refused to be frowned down to any great extent; the practice grew, and its friends to-day are legion. One by one the great stores have fallen into line. The latest convert to the idea is Tiffany, New York's greatest jeweler. Tiffany's advertisements now bristle with prices. The great American maxim, "Suit your goods to your customers' taste, and fit your price to their pockets," has worn out.

TIN EXPORTS.

The exports of tin from the Straits Settlements for the past three years were as follows:

	1894.	1895.	1896
To United States....	7,359	12,973	15,077
" Great Britain....	25,930	23,233	18,631
" Continent ...	13,180	11,626	13,313
" China..	2,700	2,656	3,963
" India	1,955	2,018	2,155
Total tons	51,124	52,506	53,139

It will be noticed, says an exchange, that notwithstanding the low and constantly declining prices during that period, that there has been a steady increase in these shipments.

Boeckh's Flexible

Progress is the watchword of to-day. All painters like to save money. Here is their chance to save by making. The Bridled Paint Brush lasts twice as long as others and does perfect work right up to the finish.

It wears down evenly. Can be quickly cleaned. Is always flexible. Keeps its shape. To have it in stock proves that you're up to the times. Painters like to buy of progressive dealers. It will help you to have our Illustrated Catalogue on hand. It's free. Send for it.

Chas. Boeckh & Sons, Mfrs. **Bridled Brushes**

Brushes, Brooms, Woodenware.

80 York St., Toronto, Ont.

Montreal Branch: 1 AND 3 DEBRESOLES ST.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

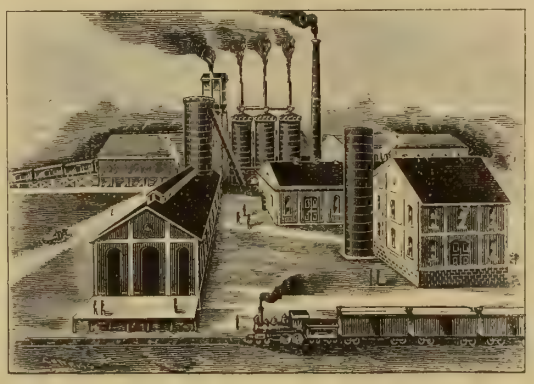
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



The Hamilton Blast Furnace Co., Ltd.

HAMILTON Canada.

Manufacturers of

HIGH GRADE PIG IRON.

An Unsolicited Testimonial

GRAND FALLS, N. B., JAN. 5, 1897.

THE ALABASTINE CO., PARIS, ONT.

DEAR SIRS,—Having given your goods a trial, I wish to express my satisfaction. The Cold Water Alabastine is far ahead of all distemper mixtures and Kalsomines. I have experimented considerably to get a good article for water painting, the basis of which was either glue or water glass, but Alabastine is ahead of anything I ever used in water paint. It was late last Fall before Messrs. Dibblee & Son replenished their stock of Alabastine, or I think I could have used more; but up till now I have used thirty-five packages. Yours respectfully,

HERBERT TURNER, PAINTER.

"What everybody says must be so!" More than 1000 testimonials received by us in 1896. Alabastine will be advertised in more than 100 Canadian papers this season. Will you be with us? Write for price list.

The Alabastine Co. Limited, Paris, Ont.

MANITOBA'S DAIRY INTERESTS.

THE following is an extract from the annual report of the directors of the Manitoba Dairy Association which was in session in Winnipeg on the 16th inst.:

"The increase of dairying through the year has been almost phenomenal. It is estimated from reliable sources that 776,000 pounds of creamery butter were sold out of the province at an average price of 16.4c. per pound, giving total receipts for butter of $127,264. It is also estimated from the same source that 886,000 pounds of cheese were made which sold at an average of 7c. per pound, making a total of $62,007, making a grand total of $189,284 for dairy produce. This estimate is, if anything, below the actual amount manufactured. The increase in the value of the output for creamery butter alone is $41,612.

"The rapid development of the mining regions of Western Ontario, as well as those of British Columbia, is an intimation to the Manitoba farmer to be up and doing. This country must have supplies and Manitoba is the nearest point from which to obtain them. Everything the farmers can raise is needed. There can be no doubt of the extent of this market or the fact that it will last as long as the mines, as there is no possibility of keeping cows down there unless they can be taught to live on rock. The directors would recommend that the association take into earnest consideration the manufacture of this article. Somebody is going to have this market and why not Manitoba. Then there is a market for pigs, beef, mutton, flour, oatmeal, eggs, and in fact everything that is raised on the farm. Even hay has to be imported to these districts."

ADVANCE IN TUBE MAKING.

It seems that several tube manufacturers and bicycle makers have been carrying on extensive factory experiments during the past year with a view to avoiding pickling of the tubes as well as too frequent annealing and that they have in one or two cases succeeded in producing a flux, by which scaling of the tubing is avoided, says Cycling Life. Results of these experiments remain as yet factory secrets, so far as methods and manipulations are concerned, but it is credibly asserted that it is henceforth possible to preserve the original strength of the tubing, after brazing without regard to its gauge; also to shape steels of high carbonage to forms which could not formerly be accomplished without torturing the metal and straining its fibers. It is similarly stated that the new stamping processes actually strengthen and toughen the sheet metal to which they are applied. On the other hand, a new competition to forged, stamped and tubular connections has arisen in castings made from malleable iron, McHaffie steel, Belt's metal, aluminum bronze, and a number of other alloys which gives promise of great usefulness for bicycle joints, but the properties of which are not yet very well known to the general public, nor always to those who make use of them.

TIN PLATE OUTLOOK.

N. Y. Metal Market Report: "The consumption of tin plates in this country in 1895 was 7,238,280 cwt. In 1896 the decline in consumption amounted to 1,414,454 cwt. as compared with 1895.

"If under the tariff now being framed the drawback clause is repealed, domestic makers will have to supply in addition to 5,192,000 consumed last year, about 800,000 cwt. to 1,000,000 cwt. used last year for export purposes, but even last year the total production of American tin plates was but 3,402,486 cwt. and allowing for an increased production in 1897 of 20 per cent., which is very liberal, the production will not this year be in excess of 4,100,000, a quantity less by 1,400,000 cwt. than was sufficient to supply domestic consumers in 1895.

"We shall, therefore, have to draw upon English makers some time during the year for at least 1,700,000 cwt., but at present rates of duty domestic plates are selling at 20 cents per box under cost of imported. If the new tariff imposes a duty of 1¾ cents, we will be 1.00 per box under the importation cost. The foreign market cannot decline to any such extent. What must necessarily happen is a gradual increase in domestic prices until the two markets are on a parity, for it is idle to assume that American production can even equal the consumption of 1895, not to speak of a greater consumption which must be anticipated during the year 1897."

MIXED PAINTS

UNICORN
BRAND

BULLDOG
BRAND

Mixed Paints are popular. There will be more mixed paints used in 1897 than in any previous year. Dealers will have a greater demand than ever, but dealers should have a popular brand to secure and keep that trade, and, like Oliver Twist, their customers will always ask for more. Unicorn and Bulldog brands are two favorites! Why? Because they are always the same, made from the best materials, have stood the test for years and will go on fighting off sun and storm, beautifying and preserving all they touch.

Customers Wanting Cards and Advertising Matter
Please notify us at once.

Manufactured only by
A. RAMSAY & SON
ESTABLISHED 1842
MONTREAL

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine.
327 St. James Street, - - - **MONTREAL**

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

PATENTS PROMPTLY SECURED
Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
MARION & MARION, EXPERTS, Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively
Mention this paper.

R. DILLON, Hardware Specialties, OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

WELDLESS STEEL CYCLE FITTINGS.

A DEMONSTRATION of a new invention having an important bearing on the manufacture of cycle frames, and on other branches of engineering trades, took place on January 13, at Birmingham, says London Invention. The invention is that of Mr. Rudolf Chillingworth, C.E., and is for the purpose of making weldless steel bottom brackets for cycle frames and hubs, as well as all kinds of sockets and junctions in connection with the tubing used by gas and water engineers. The demonstration took place at the Standard Tube Works, Birmingham, whither a large party of engineers and other gentlemen were conveyed by special train from London. The process, which is highly ingenious, and inexpensive to carry out, consists in first heating the tube and then passing special tools and appliance inside the tube and applying pressure. This produces a bee-hive-shaped projection on the outside of the tube, which is then passed to another press, where a hole is punched in the top of the swelling. The tube is then reheated, and afterwards the hole is opened out by another set of punches and dies, and then expanded to the finished form and size. After another reheating the tube is taken to a calibrating machine, where it is finished smooth internally by a rapidly revolving rymer. The result of the calibrating operation is to make every bracket mathematically true both internally and externally, securing interchangeability and obviating all chance of strain upon the frame from the parts being out of true with respect to each other. In this way all kinds of sockets and junctions in connection with pipes and tubing are formed out of cold-drawn steel tubing, thus dispensing with the heavy, cumbersome and unreliable malleable castings now in use. It gives in their place light, reliable and strong brackets, hubs and similar fittings. One great point is that these sockets form part of the tube itself and cannot be broken off.

FOOLSCAP PAPER.

Every schoolboy knows what foolscap paper is, but we doubt whether one in a hundred that daily use it can tell why it was so called.

When Oliver Cromwell became protector, after the execution of Charles I., he caused the stamp of the cap of liberty to be placed upon the paper used by the Government. Soon after the restoration of Charles II., having occasion to use some paper for dispatches, some of this Government paper was brought to him. On looking at it, and discovering the stamp, he inquired the meaning of it, and, on being told, he said: "Take it away; I'll have nothing to do with a fool's cap."

Thus originated the term foolscap, which has since been applied to a certain size of glazed writing paper.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.

Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
ROLLING MILLS
Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.
AND FACTORIES
MONTREAL

TRADE MARK J REGISTERED.
"JARDINE"
Horseshoe Vises . .
One of the handiest winter tools in a shoeing shop. Useful at all times, they are indispensable in winter.
A. B. JARDINE & CO.
HESPELER, ONT.

W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect *Extra Hollow Ground* Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Feb. 26, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 and 5 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

neets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 0[illegible]
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	....
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 05
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	0 45½	0 47
Boiled, per gal	0 48½	0 50

Freight allowed. Price 2c. less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	...	0 44
5 to 9 "	....	0 43
10 to 15 "	....	0 42

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 08½
Small lots	....	0 09

Cod Oil

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges.................... 0 90
5 and 6 gauges.................... 1 10
uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges.................... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb........................ 0 10 0 12½
Anvil and Vice combined, each.................... .... 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ......
" Sewing, per gross.. } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes................ 5 25 5 50
Chopping Axes—
Black Prince.............. 7 25 7 50
Forest Clipper............ 7 25 7 50
Lance.................... 8 50 9 00
Mann's............ .... 8 00 8 25
Maple Leaf.............. 9 50 10 00
Hand Made.............. 7 50 7 75
Climax.................. 8 00 8 25
Phantom................ 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

inc discount 3 90 4 0
opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.
Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.
Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.
American, each 1 25 3 00

House.
American, per lb 0 35 0 40

Bellows.

Hand, per doz................ 3 35 4 75
Moulders', per doz............ 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.
Gilmour's, 47½ to 50 per cent.

Expansive.
Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell, per doz...... 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriege, dis.. 60 p. c. off new list.
Tire, dis., 65 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz........ .... 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 9 50

Cement.

Canadian, Portland................ 2 30
English " 2 50
Belgium " 2 25
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.
Steel, net........................... 3 00

Clamps.

Judds', dis. 20 per cent.
stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz.............. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz.......... 16 00 51 50
P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.
Per doz 75 1 25

FAWCETS.

Cork Lined, per doz.......... 0 30 0
Wine, per doz................ 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.

Wire Gauges.
Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.
Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	. .	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.
Magnetic, per doz............ 1 10 1 20

Sledge.
Canadian, per lb 0 07½ 0 08½

Ball Pean.
English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50

Chisel.
Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.
C. & B., dis. 35 per cent. rev. t.

Hoe.
C. & B., dis. 35 per cent. rev. list.

Saw.
American, per doz............ 1 00 1 25

Plane.
American, per gross.......... 3 15 3 75

Hammer and Hatchet.
Canadian, 35 per cent.

Cross-Cut Saw.
Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb.......... 3 65 3 75
12 in. up, per lb.......... 65 2 75
Per doz. set.
Screw. Eureka................ 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring........................ 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz.............. 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz ,.......... 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.
Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000................ 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb................ 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross............ 1 60

KNOBS.

Door, japanned and N.P., pe doz. 0 85 3 00
Bronze, Berlin, per doz...... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross......... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	1 75	7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz	0 50	6 0C
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy	2 15
40 dy	2 20
30 dy	2 25
20, 16, aud 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
2. American pattern only—	
From 4 to 5 dy	2 75
3 dy (lath)	3 15
3. Canada pattern only—	
From 4 to 5 dy	2 55
3 dy (lath)	3 05
3 dy, A.P. fine	3 75

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wir·Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16½
Carbon safety "	0 18	0 00
Canada w. w. "	0 18	0 00
American w. w. "	0 00	0 21
Pratt's Astral	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6	175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz	2 00	5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz.	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per lb	1 75	01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6¾	00	8½
¼, 5-16, ⅜ in	7¼	00	9
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 60	1 00
" N.P., per set	....	90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50
Solid, "	1 25	....

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 5C
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
oot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	8 75	9 00

SCREW DRIVERS.

Sargent's per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	2 85	10

Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.

B.B.B. iron carpet, blued	60
" " tinned, 70 p. c.	
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.	
" " (in dozens, 1 to 6 oz)	45
" " (in dozens, 8 to 24 oz)	30
" " ¼ weights	40
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned	52½
Swedes, upholsterers', genuine	50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.	
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.	
Swedes, carpet, gimp, lace	35
brush, blued and tinned	40
Zinc tacks	35
Copper tacks and nails	60
Leather carpet tacks	30
Trunk nails, black and tinned	65
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers	10
" " in bulk	15
" " solid heads, in bulk	42½
Saddle nails in papers	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks. discount 90 and 52 p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 5

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per b	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13

WASHER CUTTERS.

Per doz	4 00

Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils	2 75	3 00

WIRE FENCING.

Carload Lots and Under.

Galvanized, 2 barb, 2½ and 5 inches apart	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all delv'd	2 70	2 75
Plain twist	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

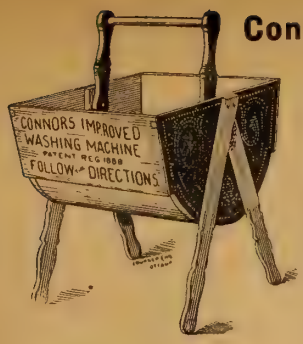
Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 35	...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz		



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IMPROVED WASHING MACHINE

Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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86 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent

WESTERN Incorporated 1851.
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Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

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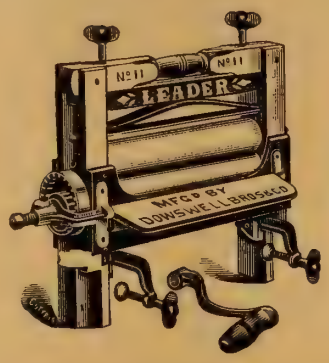

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CHARCOAL PIG IRON

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Managing Director and Treasurer

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All goods guaranteed.

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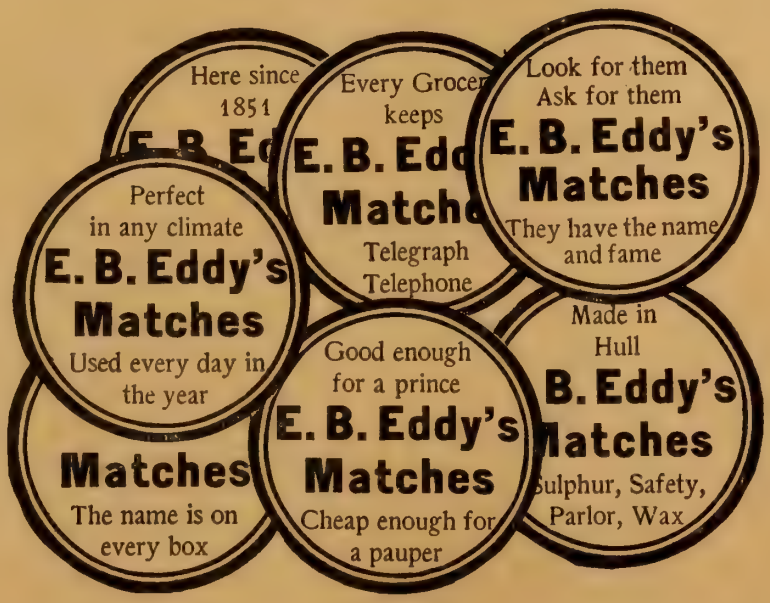
and Meakins & Sons, Hamilton.



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HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Proof Positive . . .

"PETERBORO, Dec. 17th, '96.

"THE JAMES ROBERTSON CO., LTD.,

"TORONTO.

"DEAR SIRS,—After handling your prepared paints, white lead, dry colors, varnishes, etc., for three years, we are desirous of again handling them for 1897.

"Your lead is acknowledged by all painters here who have used it, to be equal to the best English; and your prepared paints have proved superior to the best American or Canadian. We can name houses where your paints were used early in 1894 on floors, doors, wainscots, etc., that look now as well as if newly painted.

"Your dry colors, colors in oil, carriage paints, varnishes, etc., are equal to the best we have handled.

"GEORGE STETHEM & SON."

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

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VOL. IX | MONTREAL AND TORONTO, MARCH 6, 1897 | No. 10

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TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

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74 Cortlandt Street — New York

Get What You Want.

If you order a sheet of 72 x 30 x 28-gauge Galvanized Iron you expect it to weigh about 10-lbs., because that is the "Queen's Head" standard. Many other brands weigh as much as 11½ to 12 lbs—if that is what you want, order "Queen's Head" in 26-gauge, which weighs 11½ lbs. When you buy "Queen's Head" you know what you are getting, and you get what you want, in quality and finish, as well as in weight.

Largest Manufacturers under the British Flag

NEW CITY HALL and COURT HOUSE

—TORONTO—

Will be fitted throughout with

Safford Patent Standard Radiators

FOR STEAM HEATING

MANUFACTURERS AND INVENTORS

This is the largest heating contract ever undertaken in Canada.

THE
TORONTO RADIATOR MFG. CO. Limited
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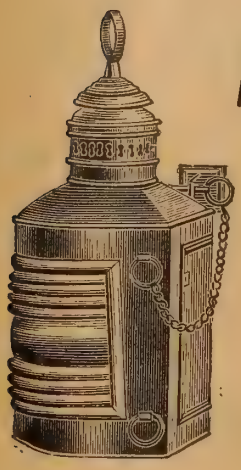

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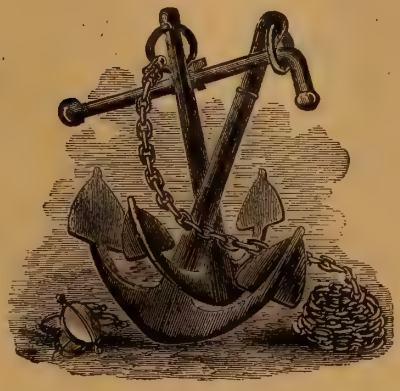
SIDE-LIGHTS



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OF ALL KINDS.

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Steel Churns

MADE OF HEAVY TINNED STEEL. WILL OUTLAST A DOZEN WOODEN CHURNS

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Manufactured by

The Booth Copper Co., Ltd.

123 QUEEN EAST - TORONTO

YOU WANT OUR

Factory Milk Can Trimmings

When ordering Broad Hoop Trimmings ask for the new Convex Bottom, which is stronger, as the bottom rim is narrower.

The body of the can extends further into the bottom, and consequently protects the side more.

The bottom being further from the floor, is less apt to become damaged.

The corner where the body is soldered to the bottom is a sharp corner, which makes it easy to solder.

Rough handling cannot separate the body from the bottom, as can easily be seen by the construction.

The new narrow bottom or Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the Broad Hoop Trimming.

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, MARCH 6, 1897 No. 10

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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JUBILEE CUTLERY.

THE Diamond Jubilee of Queen Victoria, celebrating the longest reign of any British monarch as well as the sixtieth anniversary of Her Majesty's ascension of the throne, will naturally induce the bringing upon the market of many novelties commemorating the event.

The character of the hardware trade affords ample opportunity for business in this line. None more so.

Table cutlery, pocket knives, spoons, forks, scissors, etc., are all staple lines and yet they all afford opportunity for being utilized for creating mementoes of the Diamond Jubilee.

Samples of these lines are being shown in Canada just now by the representatives of English cutlery houses. What attention they are likely to receive remains to be seen; but they should take well. Some of the lines are decidedly attractive as well as useful.

Canadians are noted for their loyalty to the person of Her Majesty. But what the hardware trade does in regard to Jubilee novelties will of necessity have to be done quickly.

At the most the period when such goods will be apropos and consequently salable is limited to but a few months. It therefore behooves retail hardware men to get their stocks in readiness for that period.

The measure of benefit each hardware dealer will receive from the sale of Jubilee goods will depend nearly altogether upon himself.

If he does not intend to push them energetically he will need to be very careful that he does not find himself at the end of the salable period with unsalable stock on his shelves.

The dealer who will buy wisely, advertise judiciously and display his novelties tastefully, will certainly make money by handling Jubilee cutlery, etc.

The new alien labor law in the United States is a coreless as well as a Corliss instrument.

SHARP ADVANCE IN CASTOR OIL.

Another sharp advance has taken place in castor oil, advices received this week in Toronto quoting figures about ½c. per pound higher.

In spite of the decline a couple of months ago the net advance in the price of castor oil during the past three months is about equal to 1c. per pound. Compared with last year at this time prices are about 2c. per pound higher.

The cause of the present firmness in the castor oil market is the fear in Great Britain that the prohibition of imports from India in consequence of the plague will result in a shortage in the seed.

Stocks locally are exceedingly light, the break in prices a couple of months ago having induced importers to buy sparingly.

In sympathy with the higher prices ruling in the primary markets, jobbers have advanced their figures half a cent per pound, the quotations now being 9c. for case lots and 9½c. per pound for less than case lots. A good deal of castor oil has been selling lately.

WHAT THE C. P. R. SHOULD PAY.

ACRIMONIOUS has become the debate among the press of the country as to whether the Government or the Canadian Pacific Company shall construct the proposed line of railway through the Crow's Nest Pass. It is a pity that the subject cannot be discussed from a business instead of from a partisan standpoint, as it now evidently is to some extent.

The building of the Crow's Nest Pass Railway is essentially a business undertaking, and public interests demand that it shall be so considered.

Every public man, every newspaper, has the right to express his or its opinion as to how and by whom the road shall be built. But no one has the right to discuss it in the interests of party.

What is best for the country is the spirit that should actuate every public man, every newspaper, in the discussion of this important question. This is the patriotic way, this is the businesslike way.

Beyond all peradventure there is much to be said against the building of the road by the C.P.R. That corporation has now a monopoly of the freight and passenger traffic to the Coast. And monopolies are not good things for Canada or any other country.

HARDWARE AND METAL, under ordinary circumstances, is in favor of Government ownership as well as Government control of railways. But in the matter of the construction of the Crow's Nest Pass Railway the circumstances are not ordinary. They are extraordinary.

Consequently we are compelled to cut our garment according to our cloth.

A railway through the Crow's Nest Pass would undoubtedly be a great advantage to the people of the Kootenay country, even if it were but a purely local affair. But as such it could scarcely be made a paying concern. To be made a profitable venture

it must tap through lines which will bring it into contact with the outside world.

Business men throughout the country demand this. The Kootenay country is as much a part of Canada as Ontario or Quebec is. And the merchants in the commercial centres of the Dominion from Victoria to Halifax are within their rights when they demand that they shall be given railway facilities in order that they may do business in an important part of the country which is now practically monopolized by manufacturers and merchants in the United States.

Now supposing the road were built by the Government, what then? As far as local rates are concerned we might with every reason expect at least fair freight and passenger rates. But how about the through rates? There is where the rub comes in.

The fact of the matter is, there is no other feasible alternative but the C.P.R. It can open or close the gate to the outside world just as it sees fit. The Government could not help itself. In the agreement which the country made with the C.P.R. it was stipulated that there should be no Governmental control of rates until such time as the road was paying its shareholders a dividend exceeding 10 per cent. And that stipulation is as unalterable as the laws of the Medes and Persians, unless the second party to the agreement proposes to revoke it.

The business men of this country do not care who builds the road as long as just and equable rates are ensured. The reason so many are opposed to the C.P.R. undertaking the road is that they fear the desideratum would not be secured through that medium.

Now, HARDWARE AND METAL is persuaded that it is possible, by making a bargain with the C.P.R. for the construction of the road, to secure conditions more favorable to the people of this country than is possible by any other way.

Suppose, for instance, the road was built by the Government, what have we to go to the C.P.R. with? Practically nothing. We could offer reciprocity in running arrangements, but what is there in that for the C.P.R.? It already has a route through to the Coast. And what could it be expected to concede to a competitor, for such, to all intents and purposes, an independent railway through the Crow's Nest Pass would be.

We maintain that under such conditions the people of Canada, through the Government, would have a weak case with which to approach the railway.

People cannot expect much generosity from an enemy when that enemy is occupying a position which it knows to be impregnable.

If on the other hand the Government goes to the C.P.R. with a proposition for it to build the road, it has collateral which would make it the stronger instead of the weaker party in a negotiation of this character.

This road must be built at some time and by somebody. If not by the C.P.R., then by the Government in all probability. And if not by the C.P.R. it will necessarily be by a competitor. That the latter should not exist is obviously worth something to the big transcontinental line. That is one species of collateral for the Government. But the greatest is the franchise. That is beyond all question.

Now then, with this collateral as a fulcrum on which the Government might rest its lever, it must be obvious to every fair-minded man that it is possible to produce much better results for both the people of Canada as well as those residing within the Kootenay country.

Canada wants the elimination, or at least the modification, of the clause in the C.P.R. agreement which prevents the Government having a voice in the control of the rates until they exceed 10 per cent. Cannot one or the other of these be secured as part of the payment which the C.P.R. will give in return for the franchise in question?

There must be some such concession by Van Horne's company. The Government of Canada must have a voice in regard to freight rates on the whole system as well as the Crow's Nest Pass line, or at least something of equal value.

This is the pivotal point which must decide the question as to whether or not the proposed line shall be constructed by the Canadian Pacific Company.

To allow that company to build the road and to have a free hand in the matter of freights would be little short of criminal.

We believe it would be better for the people of Kootenay country, better for the people of Canada, better for the Dominion Treasury, that the Crow's Nest Pass Railway should be built by the C.P.R. But it would be worse, and not better, unless Government control is conceded as the price which that corporation is willing to pay for the privilege of constructing and owning the proposed route.

CROWDING OUT BRITISH GALVANIZED IRON.

AN interesting feature of the metal market in Canada at the moment is the advent of some large shipments of galvanized iron thereon.

The quotable price is lower than that of the British article, although not so much so as is first apparent, the American article being heavier in gauge.

A good many orders are being placed by dealers in Canada for the American iron, a number of which are for ton lots for direct shipment.

During the last few days the manufacturers have advanced their prices, importers in Canada being notified on Tuesday by wire to that effect.

It is the opinion among importers here that the American article will crowd the British article out of the Canadian market unless the latter is prepared to meet the prices of the former. HARDWARE AND METAL learns that representations to that effect have already been made to at least some of the manufacturers in Great Britain.

CANADA'S FOREIGN TRADE.

THE Trade and Navigation Returns for the fiscal year ending June 30th, 1896, have at last been issued.

They show that during the year there was a gratifying expansion of the country's foreign trade.

The aggregate trade was $239,025,360 against $224,420,485 in 1895, or an increase of about 6½ per cent.

The percentage of increase is about equally shared by both imports and exports, the imports being $118,011,508 against $110,781,682 in 1895, and the exports $121,013,852 against $113,638,803, or a gain of about 7¼ and 7 per cent. respectively.

But the greatest interest is wrapped around the exports. They have established a record, being the largest in the 29 years of the country's history. Compared with 1886 they are 42 per cent. larger, with 1876, 51 per cent. larger and with 1868, the first year after Confederation, 112 per cent. larger, not a bad showing after all. The aggregate trade (imports and exports) is about 26½ per cent. larger than it was in 1886, 31 per cent larger than in 1876 and 31½ per cent. than in 1868.

Based on exports and imports, our largest aggregate trade was with the United States. Next, of course, was Great Britain. But Great Britain was by far the greatest purchaser of our products, the exports of the Dominion to that country being $66,690,288, against $44,448,410 taken by the United States. Compared with the previous year, this is a gain of about 8.19 per cent. with the former country and 7.30 per cent. with the latter.

It is the imports from the United States which swell our aggregate trade with that country to the proportions it now is. Our purchases from the United States last year reached the total of $58,574,024, an increase of 7 per cent. over the previous year, and the largest on record. Our imports from Great Britain were $32,979,742. This is $25,594,282 less than from the United States, or over 43 per cent.

DECLINE IN BOLTS.

A DECLINE has taken place in some lines of bolts. The change was decided upon at a meeting of the manufacturers held in Toronto on Tuesday last.

Stove bolts are over 16 per cent. lower, the discount now being 70 per cent., instead of 60 and 10 per cent. as formerly.

Tire bolts are nearly 5 per cent. lower, the discount being increased from 65 and 10 to 70 per cent.

In carriage bolts, some changes have been made in the smaller sizes in order to keep out the United States made article. The discount on 3-16, ¼ and 5-16 inch is 60 and 10 per cent. On ⅜ inch and heavier the discount is unchanged at 60 per cent., that at which all sizes formerly ruled.

The discount on machine bolts is fixed at 60 per cent., on coach screws at 70 per cent. on plough bolts at 50 and 10 per cent.; on sleigh shoe bolts, 60 per cent.; on blank bolts, 60 per cent.; on full square bolts, 70 and 10 per cent.; on Norway carriage bolts, 70 and 10 per cent. Nuts ⅜ and larger are quoted at 4c. per lb., ditto 5-16 at 5c. per lb. and ¼ 6c. per lb.

All the changes are due to the one cause, viz., American competition.

It is said that manufacturers in the United States are selling some lines of bolts there at less than the cost of production. It will be remembered that the Nut and Bolt Association of the United States collapsed a few weeks ago.

HORSE NAILS AND THE TARIFF COMMISSION.

AN inaccuracy appeared in our last issue regarding the report furnished by the horse nail manufacturers. Mr. William Abbott is credited as having appeared on their behalf. This gentleman was only interested in horseshoes, bar iron, etc., and is not a manufacturer of horse nails. Mr. Wm. Smaill appeared on behalf of the four leading makers in Canada, viz.: Canada Horse Nail Co., Montreal Rolling Mills Co., Peck, Benny & Co., Montreal ; and Jas. Pender & Co., Ltd., St. John, N. B. On their behalf he submitted a brief statement to the effect that the manufacture of horse nails by machinery was commenced in Canada in 1865 ; that there were at present four leading firms engaged in this industry, as above mentioned, whose plant and machinery represented a capacity much in excess of the requirements of the trade in Canada. These makers provided employment to over 150 employes on the average, one third of whom were heads of families. The disbursement for factory wages was stated to be over $60,000 per annum.

The material principally used by these manufacturers was stated to be a high grade of Swedish charcoal iron (or steel) rolled rods, imported chiefly from Sweden, and that there were not any rods of this description made in Canada, nor a quality of iron that would fulfil the requirements of the process of horse nail manufacture. It was also stated that as these Swedish rods were used for the manufacture of horse nails, and for no other purpose, that the imposition of a Customs duty, as at present on same, enabled the Government to obtain indirectly a revenue on every pound of horse nails made in Canada. They expressed the opinion that a duty levied in this form on the nail rods would best fulfil the requirements of a tariff for revenue. They expressed a wish to contribute equitably with others in the payment of such duties on their material as might be found necessary, at the same time expressing the preference that the duty should not exceed 15 per cent. ad valorem on rods as at present.

In reference to the duty levied on horse-nails imported into Canada, they submitted as a cardinal principle that the duty which might be adopted by the Government should not be lower than that exacted by the United States Government on the same article.

A FEW GOOD PEOPLE WHO SELL

Iver Johnson Revolvers

IN CANADA.

There are plenty more but space is too limited for them all.

H. S. Howland, Sons & Co., - Toronto
M. & L. Samuel, Benjamin & Co., Toronto
Frothingham & Workman, - Montreal
Caverhill, Learmont & Co., - Montreal
Rice Lewis & Son, - - Toronto
John Griffith Cycle Corporation, Toronto

Send for Catalogue.

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass., U.S.A.

DUTY ON PAINTS AND OILS.

SEVERAL errors crept into our report of statement made before the Tariff Commission in Halifax by Mr. J. R. Henderson, of Henderson & Potts, Nova Scotia Paint and Varnish Works, Halifax. Subjoined is a corrected report.

"Respecting paints," said Mr. Henderson, "we would ask that the duty of 25 per cent. now imposed be maintained, as we have paid an average of 9¼ per cent. on all raw materials during the past year. This leaves very little protection, when we consider the high rate of wages paid in Canada compared with those paid in England and Germany.

"Regarding putty, we would ask that the present duty of 15 per cent. be advanced to not less than 20 per cent., as three-fifths of the cost of this article is in linseed oil, on which we pay a duty of 20 per cent.

"Regarding dry white, red and orange lead, zinc white and yellow ochre, if the Government should reduce the duty on paint, these articles ought to be put on the free list, as none of them are manufactured in Canada.

"Regarding linseed oil, should the duty be reduced on paints we would also suggest a reduction in the duty on this article, which is now 20 per cent.

"Respecting varnishes and japans, we consider that a specific duty is necessary, as the most skilful appraiser is unable to distinguish between varnishes of widely different values. We suggest that the duty remain as it is now, viz., 20 per cent. ad valorem and 20c. per gallon.

"Regarding sulphate of barytes, we suggest that the duty be removed from the crude article, and that the present duty of 20 per cent. on the manufactured be not reduced.

"Regarding benzine, we would recommend that the duty be reduced to 25 per cent. ad valorem.

AN U. S. VIEW OF CANADA.

The following is an extract from the annual report of the American Screw Co., who have a branch factory in Hamilton, known as the Canada Screw Co.

In Canada we have had to submit to gradually declining prices, the result of competition from the United States. Our experience has justified the policy of manufacturing there, although the question of continuing this will be affected by coming Dominion tariff legislation. Without a stiff tariff Canadian manufacturers can hardly compete with this country. We may find it advantageous to substitute for the machinery in use at Hamilton a portion of the forging machinery at the New England mill, the falling off in consumption in the United States making possible such disposal of surplus machinery. We can hardly hope to do a large business in Canada, the demand there for our product being small with no encouragement for foreign trade. The United States as to this latter has a most promising opportunity, which can be partly realized from observation of its large and growing exports during the past year of pig iron, rails, rods, nails, machinery and other iron and steel products. England, handicapped as to labor, has suffered from German competition, but we hardly expected to see the day when the price of German steel would be reduced in England, as of late, to meet the competition of our western manufacturers, with their heavy charges for transportation across Canada and the Atlantic. The great makers of the central west can evidently command the markets of the world for their products.

NOT ALTOGETHER TO BLAME.

Editor HARDWARE AND METAL,—In your issue of HARDWARE of the 13th ult. you seem to infer that the slowness of the Government in remodeling the tariff is having a depressing effect on the commercial interests of Canada. Possibly it may be true to a certain extent, but there are other causes that have more to do with the general depression that exists than anything the Government has done.

1. For some years it has been too easy for the average inhabitant to get credit and as a consequence many have "dealt in futures," or, in other words, lived beyond their means, and now find themselves unable to pay their debts as they should. This not only applies to private individuals, but to some railways and other corporations as well. I know one instance that came under my notice last week where a small retailer had been supplying railroad employes for a long time with the necessaries of life, hoping to be able to receive payment in time to meet bills maturing during the winter, who, when he began to urge for his money, could only get an order on the company for wages earned in June, 1896, the company accepting the order, making it payable in March, 1897. This is only one of a number of instances I could mention. Do you suppose any change in the tariff would encourage that man to buy heavily this winter?

2. The machinery manufacturers of this country are in a great measure to blame for the depression. They send good, smooth-tongued agents through the country persuading people to buy machines that in many instances they would be better without, giving their notes at one, two and three years in settlement. Then, as the notes come due, they push for their pay, and the poor retailer, who is carrying these men's accounts, has to wait or take all sorts of truck to get his pay. Then, there are stove men, steel range pedlars, section girder agents, and many others of such ilk, going through the country catching the unwary and getting money (for little or no value) that should be paid to the legitimate country merchant to enable him to meet his bill. All these things, coupled with the low price of farm produce, has the effect of making most of the country dealers buy with extreme caution, and there is no Government on earth that can make it any better. We will just have to "possess our souls in patience" and let things right themselves.

WANDERER.

WHERE ARE YOU LOSING MONEY?

Under ordinary conditions it is as much as a hardware dealer can do to keep the general run of his business, so that he is able to tell at the end of the month whether he has made or lost money, and how much.

In almost every store there are some departments which are not self-sustaining. Often it would be good business policy to abandon such departments, but frequently they run along for months, draining away the profits on other departments before the proprietor is aware of it.

The National Cash Register Co., of Dayton, Ohio, has devised a simple system by means of which, while all transactions in the store are taken care of, even better than they are now, the sales in each department are kept separate. In this way it is an easy matter for a merchant to look over the ground every week, or every day if he wish, and see just how much each of the departments in his store is paying.

To every hardware dealer who will send his name and address to the National Cash Register Co., of Dayton, Ohio, they will be glad to send a description of this system as it is used in a prominent hardware store.

HAS NO PLACE IN ADVERTISING.

Obscurity has no place in advertising, says C. A. Bates, of New York. The nearer you can get to bed-rock common sense the better. The poet has to think as much of sound as he does of sense, and he frequently sacrifices sense for the sake of sound. He takes sixteen four-line verses to tell something that could be told in four words. He weaves wreaths and garlands all about his thoughts and disguises them so you have to look for them with a search-light. That sort of language won't do in advertising. There is no possible way of making advertising too plain. The plainest kind of plain language doesn't seem to be strong enough to penetrate the intelligence of a great many advertisement readers. A Chicago advertising manager said to me once: "When we advertise a certain clock, we put a picture of that clock right in the ad.; then there can't be any mistake." One would suppose that was pretty near plain enough, but I have no doubt many people came to the store expecting to get something entirely different from the thing that was advertised.

A NECESSITY OF CIVILIZATION.

INDIA rubber is in a fair way to become one of the prime necessities of civilization, says Spectator, London. Numberless human beings, in the class which could not afford wet nurses, owe their lives to the feeding-bottle. Everybody knows that in the last five years the use of pneumatic tires for cycles and solid rubber tires for horse vehicles has enormously increased our consumption of this article ; but, quite apart from the more obvious fact, india rubber is daily being introduced more and more into all sorts of machinery. Highly competent judges say that if the output could be doubled within a year, so many new applications of the material would instantly arise that the price would not fall appreciably. As a matter of fact, the export of Para rubber has increased within the last 25 years from 5,600 tons to 20,000 tons ; and the price fetched by the best quality has risen from 2s. to 3s. a pound. It is the one jungle product which society finds indispensable. Hundreds of men have racked their brains to produce a substitute, but none has in the least degree succeeded, and such attempts must be permanently discouraged by the knowledge that india rubber exists in limitless profusion upon known spots of the world's surface which may at any time be made accessible. In any of the swampy equatorial regions where vegetation grows rank and sappy, so that a knife will slash through branches as if they were made of cheese, there is pretty certain to occur some one or two of the score of trees which produce rubber. Whole forests of them are known to exist in Central America, only waiting to be tapped. But the regions which produce them are precisely the regions most deadly to white man, and when the rubber is made it has to come to the coast on the heads of negroes, and will not pay the cost of transportation. When an accessible forest is discovered it pays like a gold mine. A tree was discovered near Lagos which was believed to produce rubber ; specimens of bark and foliage went home to Kew, and the authorities pronounced it the right thing. In 1895 the export began, and amounted in the year to 1,263 tons, with a value of £270,000 in round figures.

India-rubber would seem to be the one certain source of wealth now locked up in Central Africa, and perhaps the most valuable thing that the region produces or can produce. Ivory is only a fancy article, and palm oil has many substitutes. Gold, no doubt, exists there ; but, in the first place, it is doubtful whether the pure negro can be made into a miner ; and in the second, gold is to be got in regions where white men can live. It seems, therefore, as if the special function of the tropics just now was to produce india rubber, which is wanted everywhere and cannot be grown elsewhere. No cultivation is needed ; nature requires of man very little skill, scarcely any exertion, and only a reasonable avoidance of waste. Yet this is asking more than the African negro is at present able to give. The great rubber-producing region of the world is the basin of the Amazon, which yields about two-thirds of the entire annual output. The quality of this rubber is immensely superior to all others ; the best Para will fetch in England as much as 3s. 6d. a pound ; the worst African goes for under a shilling. Brazil has, of course, an immense advantage in its great waterway ; ocean-going steamers run 1,200 miles up the Amazon, whereas every African river, except the Congo, has a bar at its mouth, and cataracts not far distant from the coast line. On the other hand, the forests in Brazil seem even more impenetrable than in Africa. Not even such roadways as the African man paths can be maintained against the encroachment of the jungle. But the native Brazilian race is incomparably more intelligent than the negro. Their caoutchouc is better prepared, and what is far more important, they farm the trees as carefully as the red Indians used to farm the beaver. In Africa, the rubber is generally produced, not from a forest tree, as in Brazil, but from the landolphia, which is a climbing shrub. The supply of rubber-producing plants in Central Africa is practically inexhaustible, but the number of places where they exist within easy distance of some export station is small, so far as our present knowledge goes. Yet, for the present, speculators will probably hasten to be rich, and, if they hit upon a forest, will treat it like a mine, anxious simply to take out the maximum at the minimum of cost.

Whether our state, or any other, will ever make this a great branch of its tropical forestry remains to be seen. The Germans, with their usual thoroughness, have a strong scientific staff at the Cameroons. The English, in their usual makeshift way, content themselves with sending home to Kew for suggestions. But the Government of India has at least tried an experiment upon the great scale. No private firm, however wealthy, would embark upon the cultivation of India rubber ; the trees take a matter of twenty years before they can produce a pennyworth. In addition to that, cultivation must occupy a huge extent of ground of such nature that no European can enter it during the rainy season, and where the growth is so thick that 20 men might be tapping trees within a mile of the ranger and he none the wiser. Nevertheless the Indian Government have a nursery of para rubber trees in Assam, extending over 200 square miles, which will in time begin to yield, and if any department can control such a farm the Indian woods and forests will.

A Carload of Paper

Will make a lot of paint labels. This is the quantity in which THE SHERWIN-WILLIAMS CO. buy paper for S.-W. P. labels alone, and will give some idea of the immense demand for this article.

A carload does'nt last long, either. It goes quicker and quicker every shipment. The demand for S.-W. P. is always a growing one. This means much, when you consider it has been before the public more than twenty-five years. Enterprise and push count for something, but it's the quality of the goods that has accomplished most.

The Sherwin-Williams Co.

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

POINTS FOR CLERKS.

GENIUS has been well defined as the infinite capacity for taking pains. If men who have done great things could only reveal to the struggling youth of to-day how much of their reputations was due to downright hard digging and plodding, what an uplift of inspiration and encouragement they would give. How often I have wished that the discouraged, struggling youth could know of the heart-aches, the head-aches, the nerve-aches, the disheartening trials, the discouraged hours, the fears and despair involved in works which have gained the admiration of the world, but which have taxed the utmost powers of their authors.

Fifty feet of Bunker Hill Monument is under ground; unseen and unappreciated by those who tread about that historic shaft, but it is this foundation, apparently thrown away, which enables it to stand upright, true to the plumb-line through all the tempests that lash its granite sides. A large part of every successful life must be spent in laying foundation stones under ground. Success is the child of drudgery and perseverance, and depends upon "knowing how long it takes to succeed." Havelock joined the army at 28, and for thirty-four years worked and waited for his opportunity; conscious of his power, "fretting as a subaltern while he saw drunkards and fools put above his head." But during all these years he was fitting himself to lead that marvelous march to Lucknow.

The industry that acquired riches, according to a wise teacher, the patience that is required in obtaining them, the reserved self-control, the measuring of values, the sympathy felt for fellow-toilers, the knowledge of what a dollar costs to the average man, the memory of it—all these things are preservative. But woe to the young farmer who hates farming; does not like sowing and repairing; is impatient with the dilatory and slow path to a small though secure fortune in the neighborhood where he was born, and comes to the city, hoping to become suddenly rich, thinking that he can break into the palace of wealth and rob it of its golden treasures!

Laziness begins in cobwebs and ends in iron chains. The more business a man has, the more he can do, for he learns to economize his time.

Edison described his repeated efforts to make the phonograph reproduce an aspirated sound, and added: "From eighteen to twenty hours a day for the last seven months I have worked on this single word, 'specia,' but the instrument responded 'pecia, pecia, pecia.' It was enough to drive one mad. But I held firm, and I have succeeded."

Horace Mann, the great author of the common school system of Massachusetts, was a remarkable example of that pluck and patience which can work and wait. His only inheritance was poverty and hard work. But he had an unquenchable thirst for knowledge and a determination to get on in the world. He braided straw to get money to buy books which his soul thirsted for.

The habit of seizing every bit of knowledge, no matter how insignificant it may seem at the time, every opportunity, every occasion, and grinding them all up into experience, cannot be overestimated. You will find use for all of it. Webster once repeated an anecdote with effect which he heard fourteen years before, and which he had not thought of in the meantime. It exactly fitted the occasion. "It is an ill mason that rejects any stone."

Alexander Hamilton said, "Men give me credit for genius. All the genius I have lies just in this: when I have a subject in hand I study it profoundly. Day and night it is before me. I explore it in all its bearings. My mind becomes pervaded with it. Then the effort which I make the people are pleased to call the fruit of genius; it is the fruit of labor and thought." The law of labor is equally binding on genius and mediocrity.

The road to distinction must be paved with years of self-denial and hard work.

Are the results so distant that you delay the preparation in the hope that fortuitous good luck may make it unnecessary? As well might the husbandman delay sowing his seed until the spring and summer are past and the ground hardened by the frosts of a rigorous winter. As well might one who is desirous of enjoying firm health inoculate his system with the seeds of disease, and expect at such time as he may see fit to recover from its effects, and banish the malady. Nelaton, the great surgeon, said that if he had four minutes in which to perform an operation on which a life depended, he would take one minute to consider how best to do it.

"I have been watching the careers of young men by the thousand in this busy city of New York for over thirty years," said Dr. Cuyler, "and I find that the chief difference between the successful and the failures lies in the single element of staying powers. Permanent success is oftener won by holding on than by sudden dash, however brilliant. The easily discouraged, who are pushed back by a straw, are all the time dropping to the rear—to perish or be carried along on the stretcher of charity. They who understand and practice Abraham Lincoln's homely maxim of 'pegging away' have achieved the solidest success."—Architects of Fate.

FOR LONG RANGE GAME SHOOTING

SMOKELESS SS SPORTING POWDER

SMOKELESS SS HARDENED EQUALIZED WATERPROOFED

HAS NO EQUAL

High Velocities. Low Pressures

Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. SOLE MANUFACTURERS:

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Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts

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TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " "
Far in excess of any other Powder—Nitro or Black.

Pattern 233.
Pads penetrated (Eley's Special) 30·6.
Pressures 2·17 tons only.

All future issues made to this standard.

SMOKELESS S. S. SPORTING

SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite ·303." For Lee-Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

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No. **0**	contains	5	gallons.	Churns from	1	to	2	gallons Cream.	List, $	8 00
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WINNIPEG CITY TRAVELERS.

THE third annual "At Home" of the Winnipeg City Travelers' Association was held at the Manitoba, Winnipeg, on Feb. 23, when about 300 guests were present. The following 1897 officers of the association were present, and, together with the committee, are responsible for the complete success of the entertainment: Hon. president, John Mouat; president, D. M. Horne; vice-president, A. E. Scott; treasurer, W. R. Watson; secretary, John Horne; committee, Messrs. J. H. Dickie, H. G. Spurgeon, R. J. Galna, D. B. McRae and R. J. Douglas. A. Pratt was chairman of the Reception Committee, and E. Tugwell, chairman of the Entertainment Committee, and to the latter gentleman is due the thanks of those present for his indefatigable efforts for their comfort and enjoyment. No more suitable place than the Manitoba could be chosen for a gathering of this description, with its capacious concert and dancing hall, its reception and dressing rooms, and the hundred and one comforts to all participants. With the accustomed Winnipeg punctuality the first part, a ballad concert, under the direction of Mr. Crosby Hopps, was commenced about three-quarters of an hour after the advertised time, and the following programme was creditably proceeded with and satisfactorily concluded: Quartette, "An Old Love Song," Misses Pridham, Anderson and Messrs. Hopps and Crick; song, "I Fear No Foe," Mr. A. Crick; song, "Swiss Echoes," Miss Pridham (encore, "The Sweetest Story Ever Told); song, "Thoughts and Fears," Miss K. Anderson; song, "See the Merry Wine," Mr. Crosby Hopps; comic song, Mr. F. A. Shaw; "Waltz Song," Miss Pridham; song, "Friar of Orders Grey," Mr. A. Crick; song (encored), "Good Company," Mr. Crosby Hopps; song, "Serenade," Miss Katie Anderson (encored); quartette, "A Garden," Misses Pridham and Anderson and Messrs. Hopps and Crick. Miss McGregor and Mrs. I. Pitblado presided at the piano and aided in no small measure to the success of the programme.

Where all did so well it would be invidious to single out any performer, but an exception must be made in this as Miss Pridham certainly excelled herself. Possessing a good voice of high range, she used it to every advantage, and, judging by the vociforous encores, completely captivated her hearers.

The room was then cleared and the rest of the evening was devoted to the worship of the god "Terpsichore" and the following programme of the dances was given in the order named, to excellent music supplied by the Evans' orchestra: 1, Drummers' grand march and Circassian circle; 2, waltz; 3, schottische; 4, Jersey; 5 lancers; 6, waltz; 7, polka; 8, waltz; 9, Highland schottische; 10, rye waltz; 11, two-step; 12, lancers; 13, waltz; 14, polka; 15, comas; 16, lancers; 17, (extra) schottische; 18, (extra) lancers; 19, waltz, "Home, Sweet Home."

Hon. Hugh John Macdonald, M.P.; Hon. J. D. Cameron, Attorney General; Hon. Mr. Mickle, M.P.P.; Hon. Speaker Young; Hon. W. M. Crosby, M.P.P.; Major Mulvey, M.P.P, were among the notables present.

At midnight an adjournment was made for supper, in which the chef of the hotel surpassed himself. Everything that the eye could look for or the inner man wish for were there, and with a good staff of waiters, everything was well attended to.

Each of the members of the committee wore a distinctive bow of colored ribbon, and in this way the guests were enabled to single out those from whom to get the information they required. The fact that the majority of the people stayed until 3 o'clock to dance the last dance was proof conclusive that they had a royal time, and were loth to leave so long as there was any music to dance to.

AN ARTISTIC SHOPPER.

Careless students of commercial transactions are rashly apt to infer that all the business talent lies on one side—that of the salesman—but the initiated know that a very deep game is often played by the purchaser, says Louisville Courier-Journal. In a furniture store two young women were inspecting dressing tables.

"Oh, there it is!" exclaimed the brunette, with enthusiasm, hastening toward a pretty little oak table standing near.

"'Sh!" said the blonde. "You haven't any sense at all. Have you any dressing tables in oak?" she asked of the approaching salesman.

"We have only this oak table left," he politely answered.

"It is awfully low," she commented, "and I don't like the color of the wood."

The brunette girl looked troubled.

"Open the drawer," dictated the blonde.

"Oh, that's a dreadfully small drawer; it wouldn't hold anything. What's the price of this table?"

"Ten dollars," the salesman answered.

"Ten dollars! Dear me! Why, Isabel, we saw prettier ones than this for eight. It hasn't a very good polish, either. Haven't you any others at all? This is so low; and that drawer is so small."

The brunette looked more troubled.

"This is the last one we have in oak," the man again said.

"Haven't you any with different shaped legs?" she asked.

"This is the only one. As it is the last one, I'll see if I can let you have it at eight dollars."

The salesman walked off and the blonde turned to the brunette and said: "Goosey, cheer up. Isn't it a beauty? Just look at those lovely legs—and only eight dollars. You're a lucky girl."

BOGEY OF AMERICAN COMPETITION.

The Iron and Steel Trades Journal, of London, in a recent issue had the following to say regarding United States pig iron in Great Britain: "But for the bogey of American competition, speculative prices of pig iron would, no doubt, stand at a much higher level than they do at the moment, as business in makers' iron is remarkably good, the consumptive demand being well maintained. It is generally recognized in pig iron circles in this country that the shipments of American pig iron will not long continue a disturbing factor in the British iron markets, as with the first sign of a revival in American trade there will be a rush to buy iron at rates now ruling, and the slightest improvement in the demand for pig iron on the other side will render the export business unnecessary to American makers."

GOOD FOR ALUMINUM.

I understand, writes "Vulcan" in Ironmonger, that the reports received from the French forces in Madagascar, regarding the aluminum utensils taken by the expedition have been extremely favorable. The messtins and other articles used resisted all changes of temperature, and also the action of sea water, whilst in point of weight there was an immense saving. It is rumored that the French Minister of Railways has authorized the construction of a number of railway carriages, in which all the parts hitherto made of brass, copper and iron, excepting only axles, wheels, bearings, springs and couplings, shall be made of aluminum. It is believed that this will reduce the weight of the average French train by 30 tons.

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WIRE - TACKS
Ontario Tack Co.
HAMILTON

What's your order?

We are now in a position to fill all orders entrusted to us. Our auxiliary warehouse was not damaged by either fire or water, and our stock of **Berger's Paris Green** and a large portion of our **Glass,** etc., are intact.

Our **Paints** are all new stock with new labels. . . . . .

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SADDLES—Christy, Mesinger, Hunts.
BELLS—New Departure, Sterling.
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Standard Cyclometers and Tachometers.
Pumps, Toe Clips, Handle Bars.
3 in 1, Pace Maker, R. & R., etc.

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Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

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and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

IT IS TIME TO WAKE UP.

THERE are scores of manufacturers and merchants who never amount to much, because they lack the enterprise necessary to push their wares.

Many of them have a good article, but instead of acquainting the world of the fact, they say nothing, evidently expecting buyers will be so hungry for it that they will seek till they find.

A great many Canadians are peculiarly remiss in this respect. An incident which induced these remarks will serve as an illustration. A gentleman desired a certain article. He made enquiries at the leading houses handling it, but in every instance nothing but a United States product was shown him. As the price was higher than he felt called upon to pay, he did not purchase. He then made enquiries as to whether or not this particular article was made in Canada, and eventually he ascertained that there was one factory in a Western Ontario city that did so, but no one in Toronto seemed to be able to give any information as to price or otherwise. This article, too, it should be mentioned, is a staple one.

Acting upon the little information he could glean, the gentleman in question wrote to the manufacturer, and in return received a catalogue which astonished him. It showed that this factory turned out a beautiful and complete line of goods of the character desired. And yet the fact was not apparently known among the trade.

If you make or have a good thing in stock, push it. Advertise it. Let at least your own country know it.

Do not put your light under a bushel. People have neither the time nor the inclination to skirmish the country over for articles which its producers hide beneath their apathy. There are so many enterprising men knocking at their door seeking their custom that there is no necessity for them to do so.

The tortoise, it will be remembered, beat the hare. And very often inferior goods which are energetically pushed sell in much larger quantities than first-class goods, which, instead of being pushed, are practically left to themselves to get upon the market as best they can.

Canadians possess in an eminent degree the ability to manufacture and produce, but too many of them are deficient in ability and enterprise to acquaint the world of the fact.

It is time to wake up.

WORKMEN DRIFT TO CYCLES.

THIS paucity of labor in the Midlands is becoming a very serious matter. Scarcely a week passes but large numbers of operatives, attracted by higher wages and the prospects of more continuous employment, forsake their old vocations and turn their hands to the production of something connected with cycles. The greatest drain is felt, of course, in the seasonal trades —i.e., those, such as the lamp and gun trades, that are busy for a time and then, for a few months, rather slack.

I am told that there are firms in the lamp trade who have whole benches vacant, their solderers having left to take up the manufacture of gear-cases, etc. In this employment, it is stated, they can earn 1s. per hour, working as many hours in each week as they please, and having, in addition, the prospect of continuous employment all the year round. One member of the trade, applying to the Tinmen's Union for additional help, was informed by the secretary that they had not a single unemployed member on their books; indeed, they could find employment for a couple of hundred men if they could only get them.

In such extremities one can hardly marvel that manufacturers are somewhat dilatory in the execution of their orders. Indeed, the wonder is that they manage to get through their work so well. But, stay! have they not a very good remedy in their own hands? Why not make it worth the while of the operatives to stick to their trade? Unless something of the kind is done it seems to me that British manufacturers are likely to lose a good slice of their business. Orders must be fulfilled. If they are not promptly executed in this country they will most probably be sent abroad. —Ironmonger.

A BICYCLE LAMP.

CAVERHILL, LEARMONT & CO. have added the M. & W. bicycle lamp to their cycle goods line. This lamp will be a leader on account of its sterling points and moderate price. It has the following talking points:

It is of medium size, light weight, symmetrical design; ample space for perfect combustion, well ventilated, dust-tight and wind-tight. It burns kerosene oil, has a large symmetrical oil pot. It is easy to light, can be lighted in a gale, has a powerful lens and scientifically made reflector, throws a white, bright, steady light over 100 feet. Light will not go out. It cannot be blown out by the wind nor jarred out by rough riding. The lamp does not smoke. The wick cannot drop down. The wick lock is a simple push-button, a positive self-acting lock, released by merely pushing the button, instantly relocked when pressure is removed. Reflector and lens removable for cleaning or polishing. Reflector and lens-holder are of the simplest construction, air-tight and secure; can be instantly removed or replaced. No springs or set nuts. Can be attached to either fork or to the steering head. Jaws have a covering which prevents marring the enamel on the wheel. All joints deeply corrugated. Thumb nuts can be easily and securely tightened with the fingers. No wrench or screw-driver needed. Can be easily taken apart, easily cleaned, easily reassembled. All parts simply constructed and securely fastened together; cannot shake loose or drop out. No keys, no wrenches, no extra attachments of any kind are required. It is scientifically made and complete in itself. Everything needed to attach the lamp to the wheel is supplied with it. It is the product of a factory which has been for years engaged in lamp making.

Your Customers Save Everyway

RECEIVED March 17/97.

when they buy the Patent Bridled Brush for Painters that Boeckh makes. A single glance at the drawing will tell you why it is the most economical brush from any point of view. We are progressive Brush makers. The Bridled Brush has come to stay. The demand for it is increasing everywhere. It is useless to try to prove that any other kind is "just as good." Imitators haven't yet found out how to beat it. Progress counts. Progress gains new customers and consequently.....

Your Profits Increase

Boeckh's Flexible Bridled Brushes

The Bridle can be taken off and replaced in a moment to clean the brush or to cut it down. Time saved. The bristles wear to an even end, making the painting clean and even. Thus satisfactory work is always assured. The brush keeps its proper shape—use it as long as you may. The Bridles are not affected by water, oil, paint, or other liquids that twine or cord can't help absorbing more or less. The Bridle gives full flexible power because each bristle always works in harmony with the other. The paint spreads freely, no matter how short the bristles wear down. You see now why twine and cord are back numbers when a general all-around saving is desired.

Chas. Boeckh & Sons, Mfrs.

Illustrated Catalogue—a book of 127 pages—Free

Brushes, Brooms, Woodenware.
Montreal Branch: 1 and 3 DeBresoles St.

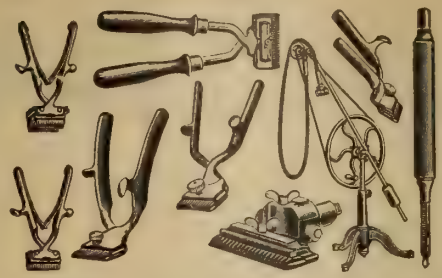
80 York Street, Toronto.
Established 1856.

A GOOD CUSTOMER SPOILED.

SOME years ago, my employer, not living at the shop, had gone to dinner, and I was the principal assistant left in charge of the establishment. In walked a very pompous-looking gentleman, dressed in a loud plaid shooting suit and heavily jewelled with flashing scarf pin, rings, seals on his watch guard, etc. "I want the master," said he. "He has gone to his dinner, sir," I answered. "Oh, you'll do as well," said he. "I want to look at a kitchen range." I took him into the warehouse where, for a country town, we had a good selection to choose from—Carron's, Grove's, Radclyffe's, Russell's, Park Foundry's and other makes. Of course, I began to expatiate on their various good points, when, to my astonishment, he said, "This range is what I want," choosing one which had been in stock years, and one which was an eyesore to my employer who had said if at any time we got a chance of selling it we were to do so, and at any price. Well, I thought to myself, your appearance belies you—you are dressed "up-to-date," but your ideas are evidently not so, but I said nothing, of course, only feeling inwardly glad that we were about to remove this old "land mark." He then asked to see a churn and bought one, telling me to send all the articles necessary for a diary, as he did not wish to see every little article. He next bought a bedstead and mattress, and as we sold china and glass he bought a dinner and tea service, and from that various other articles too numerous to repeat, until I began to congratulate myself that I had never previously served such a nice gentleman, and one who was so easy to please.

He had kept me more than an hour in the various warehouses, when I thought I should like to let my employer see whom I had got, and also to find out whether he knew my customer, either personally or by repute; so on the pretence of not knowing the price of a certain article I said I would go and ask, as no doubt my employer had come back from dinner before now. So I went into the shop and said, "I've got a very swell gentleman in the warehouses, and he's giving me a splendid order." I then described him, and my employer said, "Oh, I'll be bound that's Mr. So-and-So, of So-and-So; he's had an immense lot of money left him, and it's very fortunate he has come here. However, I had better release you," he added, "so you can go to your dinner." But I had forgotten all about my dinner, and I had been getting on so well that I thought I should like to stay to the end, to which my employer assented. So we both went back to the customer, and I introduced my employer. They were soon in conversation, the gentleman telling my employer that he had not had proper treatment where he had traded before, and that was the reason he had come to our establishment. My employer, of course, assured him that even his smallest wish would have his personal care bestowed upon it. "Ah," said our customer, "that's just what the other ironmonger said, but acted just the contrary by not sending some goods I bought of him at the appointed time." "Now," said he "I am not going to be 'sold' again." And as he spoke his eyes seemed to me to flash fire. "Not having anything particular to do this afternoon," he continued, "I shall wait and see everything got out, packed and loaded before I leave your place, ready to bring to-morrow, and your cheque is ready," said he, "when that is done." "Your wish shall be complied with," murmured my delighted employer. So I had one of the lads and the porter, and we set to and got them out and checked them according to my pocket book—he (the gentleman) following us about from warehouse to warehouse as we did so. After seeing all packed, loaded, and tarpaulined down on the wagon, the gentleman shook hands with me and the governor and departed, saying he should be at home to receive the goods the following morning when they came—he living in a village about eight miles out. I was very anxious to see the porter the next evening to ask him how he had got on. "Got on!" he said, "I never went to such a place in my life; it's the best crib possible; he would make me sit down with him and drink his health out of a champagne bottle—and dine, my word, I did dine if you like, on the fat of the land." "Oh!" I said, "you want to go again I can see." "Yes, that I do," he answered, "and the sooner the better. You talk about making the money fly—he is. There were several other tradesmen's carts and wagons there besides ours, and he treated all the fellows alike."

A few days after this occurrence there walked into the shop a fine stalwart gentleman. "You sold, I believe, some days ago, a lot of goods to Mr. So-and-So?" said he. "Yes, sir, we did." "Well, you can fetch them all back again as soon as you please whilst they are all there and perfect. I am one of two keepers commissioned to look after this gentleman. The coming into this fortune has unhinged his mind, so much so that I am afraid we shall have to take him where we have come from"—meaning an asylum—and that, as I learned, they did eventually. Now, there is no doubt but that the day upon which he paid us his visit was one of his sane days, and he never showed the least symptoms of madness if I except that one flashing of the eyes mentioned. Probably he had gone to the other ironmonger on one of his "off" days, and that was the reason why he was not satisfactorily served, but "let in," as himself expressed it. As we were not by any means the only ones "let in," we did not care so much, and more especially as we got everything back again just as we sent it. The incident has caused many a joke since. I called it a joke then, but in my sober moments I cannot but look upon it as an exciting incident, being thus left with a lunatic for so long a time by myself. —Hardwareman.



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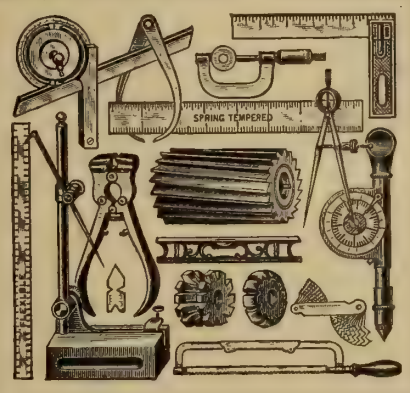

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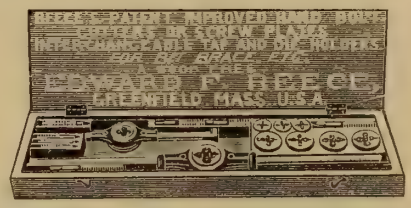

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Established 1860.

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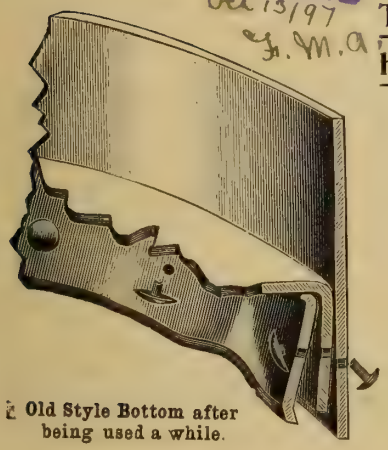

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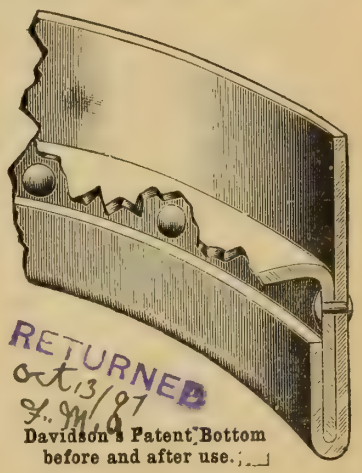
The reason why our Milk Can Trimmings have become so popular . . . .

The accompanying illustrations show very clearly how much superior Milk Can Bottoms, with Outside and Inside Hoop made in one piece for the bottom to fit into, are to the 3-piece bottom.

Rivets are actually not required, although we rivet all our bottoms, but if the rivets break there is no possible chance for the bottom to give.

Nothing but the very finest quality of steel can be used in the manufacture of our Patent Milk Can Bottoms; all Top Hoops shouldered.

If you have not already handled our Milk Can Trimmings, send for sample set, when it will speak for itself.



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Are strictly high grade and up to date. **Write for Catalogue** and examine the new features in Cranks and Bearings. **We want good, live agents** in every town where not already represented.

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Manufactured by . . .
STOVER BICYCLE CO., FREEPORT, ILL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 5, 1897.

HARDWARE.

THERE has been little change in the general hardware market since last report. Demand for all staple lines is still confined to actual wants, and no activity is noted in any leading staple. Wire, wire nails, cut nails and other domestic manufactured articles are only moving in a small way, and on imported lines orders for forward delivery are much lighter than usual.

BARBED WIRE—Dullness is still the feature of this market. We quote: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f. o. b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

FENCE WIRE—Enquiry is very light. Discounts: 25 per cent. off the list 4 months or 3 per cent., freight prepaid, on lots of 1,000 lbs. where rate does not exceed 25c. per 100 lbs.; smaller lots f. o. b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—Some small orders are noted for tinners', coppered iron and coppered spring. Discount is 25 per cent. f.o.b. Montreal, Toronto, Hamilton and London; no deliveries.

WIRE NAILS—Demand is confined to a few orders for small lots. Discounts are: 80 and 2½ off f.o.b. Montreal, in this province, and 80 off in Ontario, with delivery of 10-keg lots where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—The decline in price has not materially improved the demand, which continues light. We quote $2.15 per keg f.o.b. Montreal for Quebec, with delivery of 10-keg lots in Ontario, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is of a steady character at 50 per cent. discount.

HORSESHOES—Business in these is fair, but only for immediate wants. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25 assorted, $5; steel toe weights, $5.50.

SCREWS—Business quiet. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—A few small lots are taken daily at 10 to 12½ per cent. discount.

IRON RIVETS — A moderate trade is passing. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs; tinned iron rivets, 65 and 5.

COPPER RIVETS—Continue quiet at 50 and 10 per cent.

WASHERS—Without change, at 55 per cent.

CORDAGE—There is a small demand for cordage. We quote sisal at 6¾ to 7c. for 7-16 and upwards and manilla at 8¼ to 8¾c. for 7-16 and upwards, and 8¾ to 9¼c. for the smaller sizes.

SPADES AND SHOVELS—Meet with moderate enquiry at former discounts.

AXES—Range from $5 to $9 for a fair trade.

CUTLERY—Featureless.

BUILDING PAPER—Quiet and unchanged. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—Discounts unchanged and demand light.

CEMENT—There has been no change in the cement market. Demand for prompt shipment is nil, but orders for forward importation are fair. We quote: English, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS—Business in firebricks continues quiet, prices ranging from $17.50 to $22.50 per 1,000, as to brand.

WARE—Enamelled ware and tinware in the shape of sugar-making furnishings are in good demand.

METALS.

Aside from a firm feeling there is very little that is interesting to report about the heavy iron or metal market. The noticeably firm lines are tin, Canada and terne plates, which all show a higher tendency. In fact they have actually advanced.

PIG IRON—Business in pig iron continues quiet and prices are unchanged. We quote: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No.2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—Bar iron continues quiet and values are nominal at $1.50 to $1.55.

BAND IRON —Continues quiet and steady at $1.75.

HOOP IRON—There is no change in hoop iron, which we quote at $2.25.

SHEET STEEL — Continues quiet and steady at $2.60 to $2.70.

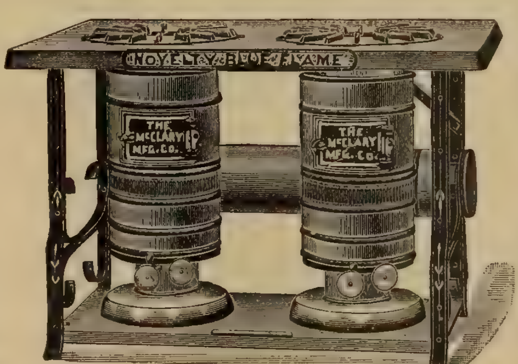
SHEET IRON—A few small orders on the basis of $2.50 sum up the week's trade.

GALVANIZED IRON—Some import enquiries are reported, but contracts are few as

Blue Flame Oil Cooking Stoves

2 AND 3 BURNERS

POWERFUL HEAT AT SMALL COST



Steel frames and top that cannot break. Burners made of brass, with simple and effective wicking device.

Patent wick regulator, which prevents wick being turned too high or too low.

Large oil tank at back connected to burner with small tube, preventing oil becoming heated.

No perforated plates or braces to retain char or soakage from burner; **preventing odor.**

One burner boils one quart of water in 4 minutes.

ORDER A SAMPLE STOVE

. . One sold will quickly sell others . .

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver.

SITUATION VACANT.

WANTED.—HARDWARE CLERK, MUST BE good salesman, stock-keeper; courteous, good address and a teetotaller.—Apply, stating salary, age, experience, references, etc., to J. W. Smith, Regina. (11)

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

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ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc.
MONTREAL.

DRAIN PIPES
Best Canadian and Scotch brands
. . Always in stock
• FIREBRICKS •
Large quantities to arrive on first steamers.
OUR PRICES ARE LOW.
F. Hyde & Co.
30 Wellington street, MONTREAL

PLATE GLASS
From the celebrated
FRENCH
Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.
For sale only by
THE
Consolidated Plate Glass Co.
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TORONTO, MONTREAL, LONDON, OTTAWA
British and Belgian Plate Glass also in stock.

SUMMER
Sporting Goods
FISHING TACKLE, LACROSSES, FOOTBALLS, BASE BAGS, PUNCHING BALLS, TENNIS, BOXING GLOVES, Etc. Our TACKLE stock is the finest in the Province, and we pay special attention to Mail Orders. Send for Catalogue B.
The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

yet. From stock little or nothing is doing. We quote $4.75 to $5.

TINNED IRON—Steady and unchanged on the basis of $5.50 up to 20 gauge.

LEAD PIPE—Moves in a small way at 7 to 7½c., with 30 and 5 off.

PIG LEAD—Held steady with a quiet demand at $3.75.

INGOT TIN—Unchanged at 16 to 16½c., with a small movement.

INGOT COPPER—Quiet and firm at 12 to 13c.

SHEET COPPER — Stocks are light and prices firm at 17½ to 18c.

IRON PIPE—Very little doing. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE—The firm feeling on Canada plate is fully maintained, and $2.60 has been paid this week for small lots, and we quote $2.60 to $2.65.

TIN PLATE—These are strong at the advance noted last week. We quote: Coke, I.C., $3.25 to $3.45; charcoal, I.C., Alloway, $3.45; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do, I.X,, $4.50.

COIL CHAIN—Without new feature.

BOILER PLATE—Continues dull at $1.90 to $2.

TERNE PLATE—The stronger tendency noted in terne plates continues, and none are now obtainable here under $6.25.

SOLDER — Quiet and unchanged at 10½ to 11c.

SHEET ZINC — Featureless but steady at $5 to $5.25.

SPELTER — Continues unchanged at $4 to $4.70.

ANTIMONY—As last reported at 10c.

SCRAP IRON—Nominal in the absence of transactions.

GLASS.

The firm feeling noted abroad last week on window glass is maintained, but there has been no change locally. We quote: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

Reports from the manufacturers in this department continue favorable. The liquid paint season being now entered upon, the demand is fairly active, shipments from the west being held back pending summer rates of freight. Linseed oil is reported quiet from all centres, but turpentine is again moving upwards, and some advance on present quotations may be looked for in a few days.

WHITE LEAD—In good demand, without alteration in price. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Enquiry good, but stocks low. We quote: 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—There is a fair demand for these for forward delivery.

W. G. HARRIS
Wholesale Buyer
. . of . .
SCRAP
BRASS, COPPER, ZINC, LEAD, IRON
William Street, Toronto.
Reference:
Imperial Bank; Toronto.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

A . . . Varnish
That is good and reliable every time is what many a dealer is looking for.
PERFECTO VARNISH
Will give you satisfaction—comfort—profit—every time.
Sold in ten gallon cases. Assorted pints to gallons $2.25 per gallon. Made by
THE SHERWIN-WILLIAMS CO.
Cleveland
Chicago
New York
Montreal
WALTER H. COTTINGHAM,
Man. Director Canadian Dept.

PUTTY—Same as before. In bulk, $1.75, and in bladder, $1.90.

GUM SHELLAC—The firm feeling is fully retained at 29c.

PARIS GREEN—Steady and in fair demand at 15c. for drums, and 16c. for pound packets.

LINSEED OIL—Is reported weak at sources of supply and is consequently quoted 1c. lower, raw being 45c. and boiled 48c. per gallon; 5-barrel lots 1c. per gallon less.

TURPENTINE—Declined for a few days after last report, but is again firm, and we repeat last quotation, viz.: 44c. for single barrels and 43c. for 5-barrel lots.

VARNISHES—In fair sorting demand.

SEAL OIL—Steady at 48 to 50c. for steam refined, and 40c. for straw seal.

CASTOR OIL—Continues dull at 8½ to 9c.

NAVAL STORES—There is no change. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

A fair average business continues to be done in heavy chemicals for the season of the year, and the market is moderately active. Blue stone is firmly held at the recent advance, holders now asking 4¾ to 5c. for round lots. Cream of tartar is steady at 79 to 80s. f.o.b. Bordeaux. We quote as follows: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50; glycerine, per lb., 22 to 25c.

HIDES.

Continue quiet. We quote beef hides unchanged at 7, 6 and 5c.; lambskins at 90c. and calfskins at 7c. for No. 1, and 5c. for No. 2.

PETROLEUM.

Continues unchanged at 15½c. for car lots of Canadian refined, smaller lots, 16½c.

COAL.

Steady. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4 per ton of 2,000 lbs.

ASHES.

Continue dull. We quote: First pots, $3.35 to $3.40; seconds, $3.05, and pearls, $4.50.

MONTREAL NOTES.

Linseed oil has declined 1c. per gallon, to 45 to 48c.

Turpentine reacted at one time, but has again recovered, and is now steady.

Terne plates are held fully 15c. higher than a fortnight ago, this week at $6.25.

An advance of 10 to 20c. was asked in some cases for Canada plates this week, the inside price being $2.60.

Wm. McNally, of W. McNally & Co., importers and dealers in cement, etc., arrived at New York by the steamship Umbria on Sunday, and will arrive home tomorrow (Thursday).

ONTARIO MARKETS.

TORONTO, March 5, 1897.

HARDWARE.

TRADE is beginning to pick up nicely, assorting orders for all lines of hardware coming in freely from all parts of the country, and it is the general opinion that were the tariff settled business would be much heavier than it is. A feature of the trade this week, as reported by some wholesale jobbing houses, is the receipt of a number of orders from the Northwest and British Columbia. There have been some changes in prices during the week. The most notable are in regard to bolts, a reduction in which has taken place. Particulars will be found in our editorial columns. Light "T" and strap hinges have been advanced 10 per cent., the discount now being 70 per cent.

BARB WIRE—Is still dull. We quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. No guarantee against change in either price or tariff. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—A number of orders have been received for hay-baling wire, but ordinary fence wire is dull. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—Coppered spring wire is still receiving a little attention. We quote: Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS—There is yet no improvement of any importance Discounts, 80 per cent. Ontario, with 10-keg lots delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 and 10 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent.

ASPIRANTS

If you really anticipate buying a bicycle, the best advice we can offer is to "Come in and talk it over."

We always feel perfectly willing to give our competitors an opportunity to tell their tale after the customer has seen the Stearns and had its good points explained.

Stearns is the vogue.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS., TORONTO. 61

Agents Wanted in unrepresented districts.

MIXED PAINTS

UNICORN
BRAND

BULLDOG
BRAND

Manufactured by
A. RAMSAY & SON
MONTREAL
Established 1842.

There will be a rush for Mixed Paint this year. We already have more orders to pack for 1st April than we had last year. We advise our friends to stock up in time and remember that consumers want a good brand at the right price. We know what Unicorn and Bulldog brands are and so does the consumer; they have been tried for years. There is nothing like having a brand that speaks for itself when the rush begins and no time wasted talking about it. Write at once for special cards with your own name.

f.o.b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—While a few orders have been received at the recently reduced price, still trade is far from satisfactory. Base price is now $2.15 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The demand is fair, although the quantities wanted are not large. Discount is unchanged at 50 per cent.

HORSESHOES — Quite a number of orders are arriving, but they are nearly altogether for iron. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—Quite a nice demand has been experienced for these during the week. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE — Orders are still small. Discounts, 10 to 12½ per cent.

BOLTS — A reduction, in some respects material, has taken place in price. Discounts are now: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS AND BURRS—Quiet. We quote: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—Orders have been much better this week, both for sisal and manilla. A wrong fraction last week crept into the quotation on ¼, ⅜, and 5-16-inch manilla rope, making the price 8¼c. instead of 8½c. We quote: Sisal, 7-16 in. and larger, 6⅜c.; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Shipments from stock are fair, but a large number of customers having received their supplies on orders placed some time ago business is necessarily not heavy. Discounts: 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—These have been moving more freely during the past week, and the quantities wanted were larger. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—Are going out nicely. Discount, 45 per cent.

AXES — Quiet at $5.25 to $9 per box.

BUILDING PAPER — Orders are small. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING — The improved demand noted last week has been maintained. The cheaper grades are not in as good request as the better qualities. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—There is a fair demand for sap buckets, but in general business tinware is light. In enamelled ware a fair business is being done. A slight advance has been made in decorated white ware, the discount now being 50 and 10, instead of 60 per cent as formerly.

PLUMBERS' SUPPLIES—Trade, while still quiet, is exhibiting signs of an improvement. The recent revoking of the agreement in regard to brass goods does not appear to have yet had any effect on prices, but how long it will remain so remains to be seen.

HINGES—An advance of 10 per cent. has taken place in the price of light "T" and strap hinges, the discount now being 70 per cent., instead of 70 and 10 per cent. as before.

CEMENT — Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

METALS.

The metal trade is beginning to pick up a little, but it is chiefly confined to tin plates and galvanized iron.

PIG IRON—The pig iron market continues quiet and featureless. No one in Toronto is looking for pig iron.

BAR IRON—A few orders of larger dimensions than for some time have been received during the past week. Business is still, however, on the whole, quiet. The base price, f.o.b. factory, is $1.40 to $1.45, and from stock $1.55 to $1.60.

HOOP AND BAND IRON — Trade is still quiet and prices unchanged. We quote $2.25 per 100 lbs.

SHEET STEEL—The slight improvement noted a week ago continues. We quote as follows: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—The demand continues to improve slightly. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—Shipments from stock are small, though increasing. Large quantities are being delivered on import orders placed some time ago. We quote: Queen's Head and equal brands in case lots: 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

TINNED IRON—Trade is improving nicely, quite a number of case lots having been shipped this week. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Lead pipe is moving slowly, although, if anything, the demand is improving a little. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Quiet. Discount, 60 and 5 per cent.

SPRING TEMPERED FRAMES

WOLFF-AMERICAN · R. H. WOLFF & CO. LIMITED

Wolff-American High Art Cycles

Are built in eight heights.

Undergo a secret tempering process.

REPRESENTATIVES

DORKEN BROS. & CO. - Montreal

EFFICIENT
DURABLE
UNIFORM
RELIABLE

NICHOLSON
FILE CO.
Providence, R.I., U.S.A.

Pig Lead—Quiet. We quote : 3¼c. for ton lots and 3½c. for small lots.

Ingot Copper — Still quiet. We quote large lots at 12⅝c. and small lots at 12⅞c.

Ingot Tin — A few large lots have changed hands during the week. We quote : 16¼ to 16½c. For large quantities these figures can be shaded.

Sheathing Copper—Is inclined to be slow. Braziers' copper, on the other hand, has been recovering a little better than it was a week ago. We quote ; Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

Iron Pipe—Business is probably a little better than a week ago. It is rather early yet for large quantities to move. We quote : ¼-inch, 60 and 5 per cent. ; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent. ; 1¼ to 1½-inch, 70, 10 and 5 per cent ; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 50 per cent. ; ¾ to 2 inch, 50 and 5 to 50 and 10 per cent.

Boiler Tubes—Dull and unchanged. We quote : 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

Range Boilers — Quiet. We quote : Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50 ; 40 gal., $7.50 to $7.75; copper, 30 gal.,$22 ;35 gal., $26 ; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates—Dull and unchanged. We quote : All-dull, 52 sheets, $2.50; half-polished, $2.65.

Tin Plates—The demand is active, particularly in the better grades of charcoal. Coke plates have also been moving freely. We quote : Cokes, $3.15 for 14 x 20 and $6.25 for 20 x 28 ; charcoal plates, $3.50 basis for good brands.

Coil Chain—Quiet a few orders have been received during the past week, but in general orders are small. We quote : ¼ in. 4⅝c. : ⅜ in., $3.70 ; ½ in., $3.25. Large quantities can be shaded.

Terne Plates—Trade is quiet and featureless. We quote : I C, $6 ; I X, $8.

Sheet Zinc—A fairly good demand is being experienced. We quote : Cask lots, 5¼c.; small lots, 5½c.

Zinc Spelter—Still quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

Solder—The demand is fair. We quote: Standard, 10½c.; strictly pure, 11c.

Antimony — Dull. We quote : Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

Shipments of window glass from stock are light. Import orders are still coming in, but it is the general opinion that business in this particular is not up to that of former years at this time. There is not much business doing in fancy glass. We quote from stock : First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton ; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

OLD MATERIAL.

Business is quiet and prices unchanged. We quote: Agricultural scrap, 45to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb ; bottoms, 7½c. ; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

PAINTS AND OILS.

Encouraging reports are being received from the manufacturers and jobbers of goods in this department. Shipments for immediate wants, however, are light, and it is not anticipated that there will be an appreciable increase until the lowering of the rates by the transportation companies takes effect. There is a good demand for red lead and the visible supply is very light. Orange mineral, litharge, and sugar of lead, are all firmly held and higher prices anticipated before the opening of navigation. White lead is moving steadily. Stocks are reported low in the hands of the dealers throughout the country, and grinders are preparing for a good brisk trade at, possibly, hardening rates, Ready mixed paints are in good request, and some nice sized orders have been placed. Paris green still hangs fire. Some brands are being cut to stimulate sales, but the standard and popular makes are firmly held at last week's quotations. Varnishes and Japans are quiet. Dry colors are moving off steadily. Resin and naval stores are sluggish. Turpentine is firmer in the South, having advanced about 1½c. per gallon during the last ten days. Castor oil is ½c. per lb. dearer. Linseed oil is easier both here and in England.

White Lead—Ex Toronto, we quote: Pure white lead, $5.15 ; No. 1, $4.77½ ; No 2, $4.40; No. 3, $4.02½ ; No. 4, $3 65; dry white lead in casks, $4.50.

Red Lead—We quote: Genuine, in casks of 560 lbs., $4 ; ditto, No. 1, in casks of 560 lbs., $3.75 ; genuine, in kegs of 100 lbs., $4.25 ; ditto, in kegs of 100 lbs., No. 1, $4.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

Paris White—We quote 90c.

Whiting—60c. per 100 lbs.

Linseed Oil — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; 10 to 20 barrels, 44½c. Boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c., 10 to 20 barrels, 48½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

Turpentine — We quote as follows : 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; 10 to 15 barrels, 44c.: freight allowed ; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

Gum Shellac—30 to 35c.

Castor Oil — In cases, 9c. per lb. and 9½c. for single tins.

Litharge and Orange Mineral—We quote : Litharge, 5 to 6c. ; orange mineral, 6 to 7c.

Pumice Stone—Powdered, 3c. in barrels and 5c. in less quantity ; lump, 10c. in small lots, and 8c. in barrels.

Putty—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05 ; 25-lb. tins, 4 in case, $2.20 ; 12½-lb. tins, 8 in case, $2.45.

Paris Green—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

SEEDS.

Buyers and sellers are apart and quotations are nominal. Alsike is quoted at $3 to $4 per bushel f o.b. at outside points for good to choice ; timothy, $1 25 to $1.40 at outside points for machine threshed, and bright unhulled at $1.75 to $2; red clover, $4.40 to $4.80 for prime to choice.

PETROLEUM.

Business continues fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c. ; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

Hides—Continue firm, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

Calfskins—Market is dull at 7 to 8c. for No. 1 and 5 to 6c for No. 2. Sheep and lambskins, $1 to $1.10.

Wool—The market is dull and prices unchanged. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Castor oil is quoted ½c. per gallon higher.

Light "T" and strap hinges are 01 per cent. dearer.

The prices on certain kinds of bolts have been reduced.

Turpentine has advanced about 1½c. per gallon in the South during the past ten days.

A good many orders for oil and gas stoves for delivery in April are being shipped.

Another shipment of "New Departure" door and bicycle bells has been received by H. S. Howland, Sons & Co.

Toronto wholesale hardware houses are in

ELEVATOR MOTORS.

Would a manufacturer of Electric Motors for elevators kindly correspond with this office as we have an enquiry from a probable purchaser? Address,

Canadian Hardware and Metal,
Board of Trade Building, Montreal.

Do You Know

OF ANY BUILDINGS
TO BE ERECTED
THIS SEASON ?

If so, don't you think you could arrange to sell the owner an embossed steel ceiling ?

There is Money in it for You

SUITABLE FOR

Stores, Houses, Colleges, Schools, Theatres, Hotels, etc.

Our Catalogues Are Yours For The Asking

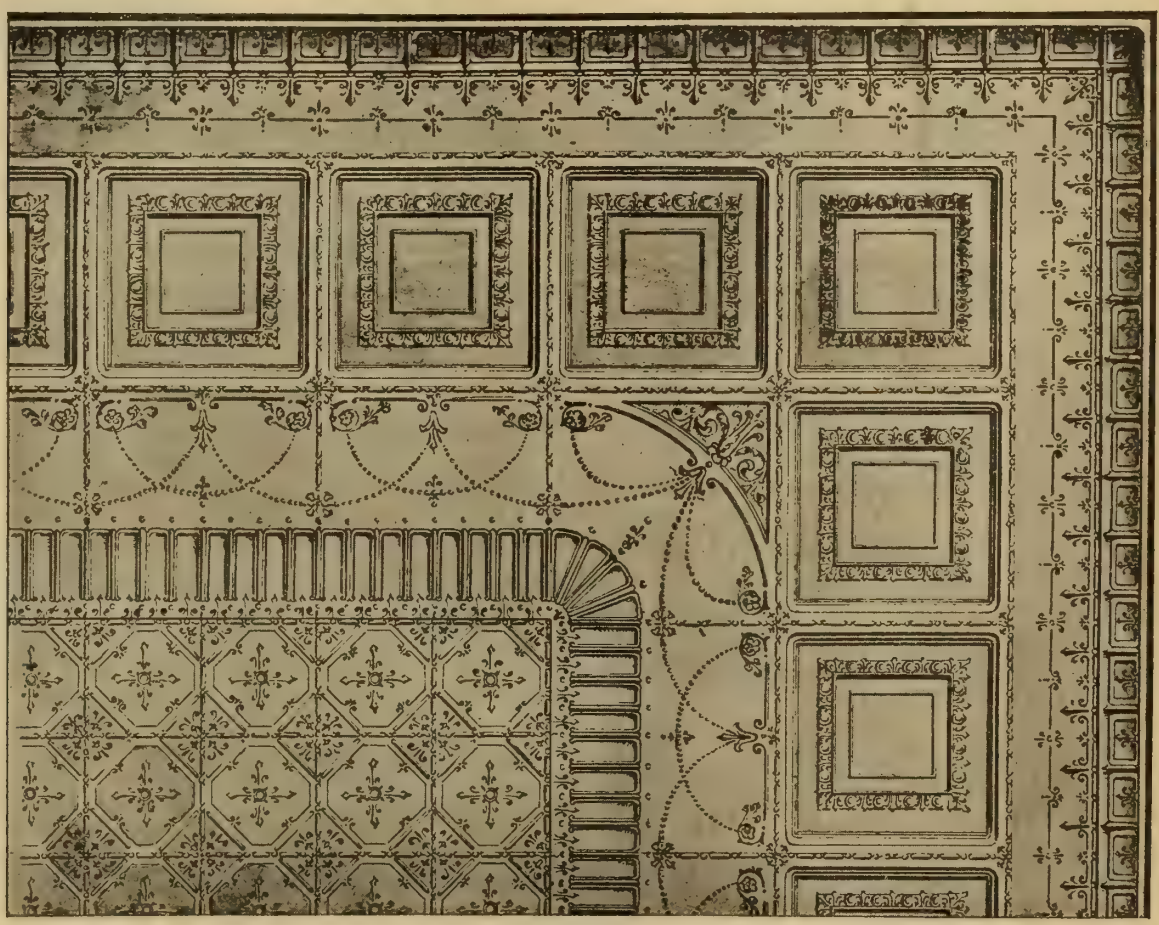


FIG. 19 (PAGE 15 OF OUR '96 CEILING CATALOGUE).

Showing section of ceiling with Panels, Border, Coves, etc., complete.

These goods are handled by the Hardware and Tinware Trade, to whom we allow a liberal discount.

We are always on the Lookout for Live Agents.

THE PEDLAR METAL ROOFING CO.

Largest Manufacturers under the British Flag of Sheet Metal Building Materials, Metal Roofing, Metal Sidings, Cornices, Skylights, Corrugated Iron, Finials, Weather Vanes. Fire-Proof Shutters, Corrugated Conductor Pipes and Elbows, Eave Troughs, etc.

Head Office and Works:

OSHAWA, ONT.

receipt of a number of orders from the Northwest for agricultural and carpenters' tools.

Toronto jobbers have advanced the price of turpentine 2c. per gallon and reduced the price of linseed oil 1c. per gallon.

Sanderson, Pearcy & Co., whose premises were recently damaged by fire, are now in a position to fill orders. See their advertisement on page 9.

Watson & Leather, hardware commission merchants, Hamilton, have moved into new premises over the C. P. R.'s new ticket offices at James and King streets.

The employes of M. & L. Samuel Benjamin & Co. and H. S. Howland, Sons & Co., played a match game of hockey on Tuesday evening. The Howlandites won by a score of 4 to 0.

The quotation of 80, 10 and 5 per cent. noted a couple of weeks ago as having been received in Toronto from a wire nail firm in the Martime Provinces was, it should have been explained, for large quantities to jobbers.

A good deal of American galvanized iron is being sold on the Canadian market just now. It is being quoted lower than the English iron. The Toronto branch of the McClary Manufacturing Co. is this week in receipt of two carloads of American galvanized iron.

H. S. Howland, Sons & Co. have just passed into stock a shipment of Pike's "Quick Edge" pocket knife hones. These hones are made of fast-cutting natural stone with a leather back for finishing, and are put up in display boxes. They retail at 25c. each and yield, it is said, a nice profit.

NOVA SCOTIA HOUSE BRANCHING OUT.

Henderson & Potts, proprietors of the Nova Scotia Paint & Varnish Works, Halifax, have opened a branch in Montreal, and Mr. Alex. Manson, for the last 13 years with A. Ramsay & Son, will be in charge. The firm have secured a gentleman than whom none is better acquainted with the paint trade or more favorably known to those engaged in it. They claim this step is necessary owing to the growth of their business, and expect with the advantage of filling orders from Montreal to largely increase their sales in the provinces of Ontario and Quebec. HARDWARE AND METAL wishes them every success in their new premises.

U. S. PIG IRON EXPORTS.

The exports of American pig iron from the United States in 1896 amounted to the surprising total of 62,000 tons. The principal outlets for these shipments were. Detroit, 8,400 tons; Mobile, 7,700 tons; New Orleans, 6,489 tons; Pensacola, 6,300 tons; New York, 6,100 tons; Baltimore, 6,200 tons; Brunswick, 5,650 tons, and Niagara, 5,316 tons. The heaviest shipments were in the last four months, when business depression was keenest, the December total being 17,300 tons. The value of the year's shipments was about $950,000.

ALPHA CHEMICAL CO.
Berlin, Ont.
STOVE POLISHES—all kinds,
HARNESS OILS and SOAPS,
CEMENTS, LIQUID GLUE,
PINE TAR, NEATSFOOT OIL, Etc.
Write for Price List.

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

A COMPLETE LINE OF PERFECT GOODS.

MARLIN REPEATING RIFLES
Are made in all calibres and styles, giving a complete line of Repeaters.
MARLINS excel because they are the only Repeaters with Solid Top Receiver and Side Ejection.
They have fewer parts than others and are constructed so as to be durable. Convenient to take apart and put together owing to simplicity of construction. Write for complete Catalogue.
THE MARLIN FIRE ARMS CO.,
For Sale by all Prominent Jobbers.
New Haven, Conn.

"GOOD CHEER"
STEEL OVEN
COOKING STOVES
GUARANTEED PERFECT.
SOLD BY LEADING DEALERS EVERYWHERE.
THOUSANDS IN USE.
THE JAS. STEWART MANUFACTURING CO. LIMITED WOODSTOCK ONT.
Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

We make a specialty of . . .

• High-Grade • **Bar Iron**

REFINED and NORWAY

THE

Guelph Norway Iron & Steel Co., Ltd.

Rolling Mills, GUELPH

Blue Flame Oil Stoves and Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

THE HAMILTON HARDWARE CO., Ltd., Hamilton, Ont.

HAMILTON CASH REGISTER

Manufactured by the

HAMILTON BRASS MFG. CO.

HAMILTON, ONT.

Before buying a Cash Register, write to the Hamilton Brass Mfg. Co., and we will guarantee to save money for you in the price you pay for a Cash Register and in the handling of your business.

The Hamilton Cash Register is a duplicate of the National Cash Register, and is of the highest class. You can make no mistake in buying the Hamilton Cash Register, as the National Cash Register Co. will pay you in cash the full amount you pay for a Hamilton Cash Register. This they advertise to do, and give their agents instructions to carry it out, and in some cases the agent has offered $35 more for a Hamilton machine than what was paid for it. This should satisfy you that the Hamilton Cash Register, if not the best, is equal to the National in every respect.

We have a number of the National Cash Registers on hand, both new and second-hand, which we have taken out and replaced with the Hamilton Cash Register. We now have those machines for sale for about one-half the price which was paid the National Cash Register Co.

Write for catalogue and particulars of Cash Registers, Cash Carriers, and Store Fixtures of all kinds.

Plumber and Steam-Fitter

BUSINESS is not very active yet with the master plumbers and steam-fitters in Toronto, but there are indications of an improvement. A good deal of figuring is being done, and it is the general opinion that the spring of 1897 will be more satisfactory for the plumber than was that of 1896. It could scarcely be worse, at any rate.

A new building is to be erected at the northwest corner of Yonge and King streets, Toronto, the site now occupied by W. & D. Dineen. It is the busiest corner in the "Queen City," and the structure will, in all likelihood, be an imposing one. Work will commence about April 1.

The John Ritchie Plumbing and Heating Co. have put piping for fire system into the Kilgour building, Wellington street west, Toronto. They have also just finished putting in a heating plant for a large five-storey warehouse in rear of 90 York street.

Trade is beginning to pick up with the wholesale dealers in plumbers' supplies.

STANDING COMMITTEES.

The following are the new standing committees of the Master Plumbers' Association of Toronto :

Sanitary Committee.—Geo. McGuire, A. Fiddes, J. Wilson, T. Cook, K. J. Allison.

Auditing Committee.—H. Hogarth, C. H. Beavis, P. J. Lecour.

Arbitration Committee. — J. B. Fitzsimons, A. Purdy, Jas. Wilson.

Apprenticeship Committee.—W. Mansell, C. H. Beavis, Thos. Cook, M. P. Huffman, Jas. Sherlock.

Conference Committee. — J. B. Fitzsimons, Jas. Wilson, F. W. Armstrong.

CHANGING HOT WATER SYSTEM TO STEAM.

A correspondent of Metal Worker writes that journal as follows : "I notice in The Metal Worker of January 23, the enquiry of 'E. E. F.', who wishes to change a hot water heating system so as to use it for steam. There is no objection to using a hot water system for steam provided it is piped properly—that is, so that condensation in the flow mains may be readily returned to the boiler either through the radiators or by having the steam mains connected with the return by a pipe for this purpose. The larger size of piping and the greater amount of radiation provided in a hot water system enables it to do better service when the piping is arranged properly than it can do as a hot water plant. If he has an overhead system, so that the steam would go directly to the top and have a fall all the way back to the boiler, little difficulty would be experienced. All that would be required would be to relieve the rising main of any condensation that might accumulate in it by connecting it at the base with the return to the boiler. If, however, in connecting the flow mains to the top of the radiators they run along below the floor and rise up to the radiators, it will be necessary to make some provision for returning the condensation in this pipe to the boiler. We presume a safety valve, a steam gauge and a water gauge are included, so that in case of excessive pressure the boiler may be relieved by blowing off through the safety valve, which should be of ample size. The steam gauge will enable the user to see the amount of steam that is carried. The water gauge is indispensable in order to tell the height of the water in the boiler, and it is better to arrange to have the boiler automatically fed so that there will be small probability of the water line ever becoming dangerously low. In any case the water gauge is a safeguard if it is watched and the boiler replenished with water when occasion requires. The necessity of a steam drum above the boiler depends entirely on the construction of the boiler or the space that is left in the boiler above the water line, and 'E. E. F.' will have to use his own judgment in this matter. The crown sheet of the boiler should by all means be covered with water to the depth of several inches, and the steam chamber should have a space of 12 inches, more or less, according to the size of the boiler and its construction."

PLUMBING NOTES.

The immovable assets of Drapeau, Savignac & Co., plumbers, Montreal, have been sold.

W. J. Burroughes & Co. have removed from 34 to 15 Adelaide street east, Toronto. The new premises are more spacious and convenient.

The creditors of Young & Bro Co., Ltd., plumbers' supplies, Hamilton, will meet on the 12th inst.

CHANGE IN A REGINA FIRM.

An important change has been made in the hardware and paint and oil firm of the Smith & Fergusson Co., Ltd , Regina, N.W.T.: Mr. J. W. Smith, the president of the company, has purchased the stock held by Jonas H. Smith, who will therefore have no further interest in the business. The business will be reorganized, but will be carried on under the same style and name as before.

CATALOGUES, BOOKLETS, ETC.

The Nova Scotia Paint and Varnish Works have just issued a handsome and useful catalogue and diary. In the front part they give quotations and general information as to the different lines they manufacture, and at the back there is a diary where entries can be made for every day in the year. The trade will be supplied with a copy by writing the Montreal office, 747 Craig street and mentioning HARDWARE AND METAL.

HAMILTON BLAST FURNACE.

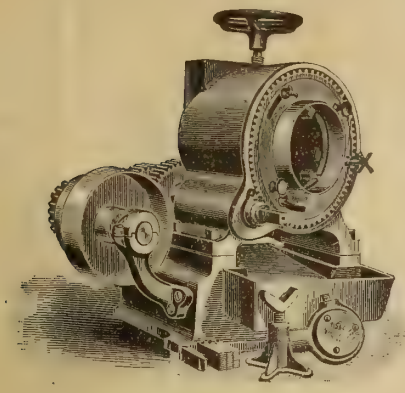
The annual meeting of the Hamilton Blast Furnace Co. was held on Monday, when the old Board of Directors and officers were re-elected as follows : Mr. John H. Tilden, president ; Mr. John Milne, vice-president ; Messrs. Wm. Southam, A. E. Carpenter, R. R. Morgan, C. A. Birge, Geo. Hope and W. A. Wood, directors. Robert Hobson was re-appointed secretary-treasurer.

The year's business was reported as satisfactory, and it was decided, if the Government does not alter the tariff, to shortly start up the works with a good supply of ore.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS

No. 23 Garden St.
Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

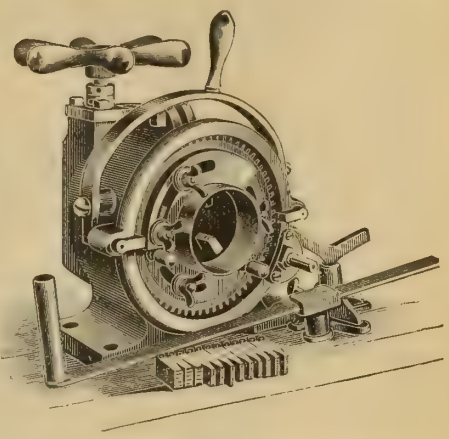
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ⅛ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.

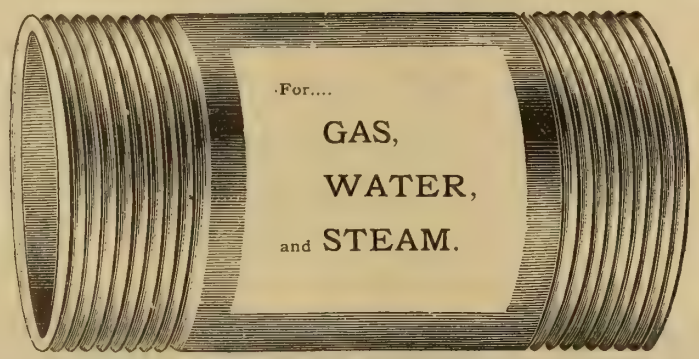


No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

IRON PIPE AND FITTINGS

Complete Line Carried in Stock.

Orders Filled Promptly.



Lowest Market Prices.

Mechanics Supply Co.

96 ST. PETER ST., QUEBEC

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods
Gas and Electric Light Fixtures

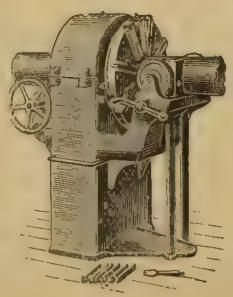
536-542 Craig Street,
MONTREAL.

Armstrong Pipe Threading

AND

CUTTING-OFF MACHINES

(Hand or Power).



Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office : 139 Centre St. Bridgeport, Conn.

UNITED STATES MARKET.

NEW YORK, March 5, 1897.

PIG TIN—Trade purchases were again of ordinary type and merely fair all told. Speculation remained lifeless. The offering was moderate, however, and the market retained fairly steady tone despite the dull condition of business and the heavy increase in the visible supply. The latter was estimated at 33,818 tons on the 1st inst., or 1,486 tons larger than on Feb. 1st. The American spot stock was 1,746 tons March 1st, and that afloat 1,680 tons. The European stock was 23,046 tons on spot and 7,346 tons afloat at the same date. In the London market values were stationary and dealings were mostly at prices on the basis of 13.50 to 13.55c. cash for lots of five tons or more.

COPPER—The market remains in a quiet condition, with no indication of change in the attitude of buyers or sellers. In other words, there is virtually a stand-off here, while the foreign markets remain barely steady, with operations moderate, particularly in the speculative department. The mining companies generally quote 12c, but rumor had it that some small business was effected at 11⅞c. Electrolytic is quoted at 11½ to 11¾c., according to shape and brand, and the range of 11¼ to 11½c. is still named for casting stock.

PIG LEAD—Operations were again on a moderate scale, and the demand from both consumers and dealers was slack, while scarcely any speculative interest developed. The market remained firm, however, despite these conditions, with 3.35c. apparently the lowest price for common domestic and 3.40 to 3.42½c. bid for future deliveries from May forward. Relatively higher prices were quoted from primary markets. London cables quoted at £11 12s. 6d. for soft Spanish.

SPELTER — Business in this article is moderate, and the demand for larger lots than carloads are few and far between. Prices remain steady, however, at 4.10 to 4.15c. for Western prime. London cable quoted £17 7s. 6d. for good merchant brands.

ANTIMONY—About the usual movement is taking place and prices remain steady. Regulus quoted at 7¼ to 7⅜c. for Cookson's, 6¾ to 6⅞c. for Hallett's and 6⅝c. for Japanese.

TIN PLATE—Moderate sized to fair total amounts are being placed for American plates at steady prices. Otherwise little business takes place and the demand is mostly of narrow jobbing character.

IRON AND STEEL — Pig iron business continues slack here and the market is without changes for the better in any particular. Prices continue rather weak.

PERSONAL MENTION.

Mr. J. M. Clark, of Smith's Falls, spent a few days in Toronto this week. He expressed the opinion that Eastern Ontario was being less affected by dull times than any other part of the province. The explanation of this, he said, was the diversity of its industries.

IN CREDIT MATTERS NEVER GIVE WINGS TO RUMORS.

Damaging truths are bad enough, says a contemporary. Damaging untruths—or truths perniciously exaggerated or purposely colored—are worse still. In these times, when business confidence is none too firmly established, it ill becomes any man to endanger by word or insinuation the confidence that may exist between creditor and debtor. Many a bank has gone down in consequence of a run excited by false alarm; and the shores of commercial history are strewn with the wrecks of countless firms whose downfall was brought about by the sudden commercial demands of suspicious creditors.

Business is built on credit.

Credit is built on confidence.

There is no surer way of undermining a man's business than by giving credence to and circulating rumors about him. The man who stealthily applies the torch to a building is no more despicable than he who applies the firebrand of distrust to the reputation of a business establishment. It is with this thought that we say that those men who indiscriminately disseminate uncorroborated rumors are guilty of an act for which there should be a fitting punishment.

Money Received on Account.

Money Paid Out.

Cash Sales.

Credit Sales.

A Coin or Bill Changed.

Under 5 heads: Every transaction between a clerk and a customer in a Hardware Store can be put under one of the above 5 heads. A Hardware Merchant who has a perfect check on these five divisions of his business is on the road to success.

We have furnished such a check to thousands of Hardware Merchants, at the same time increasing their sales and their profits. We would like to interest you.

If you will answer the questions below, tear out this slip and mail it to us, we will send you in return, free of charge, a handsomely-illustrated pamphlet describing a system used in stores like yours. The National Cash Register Company, Department W, Dayton, Ohio, U. S. A.

Business ____________________

Name ____________________

Town __________ Province __________

Street Address ____________________

1. How many clerks? ____________________

2. How many cash-drawers? ____________________

3. Are clerks' sales kept separate? ____________________

4. Have you a cashier? ____________________

5. What per cent. of sales on credit? ____________________

6. Are credit sales entered in a blotter? ____________________

7. Are credit sales entered on duplicating slips? ____________________

8. Are cash sales recorded as soon as made? ____________________

NOVA SCOTIA PAINT AND VARNISH WORKS

747 CRAIG STREET

Halifax, N.S. —— **Montreal, Que.**

. . . The increasing demand for our various lines of Paints and Varnishes has induced us to open a branch of our business in Montreal, under the management of Mr. Alex. Manson, so long and so favorably known to the trade.

Our facilities, in conjunction with Messrs. Brandram, Bros. & Co., of London, England, for the production of high-grade goods are unequalled, and we trust that the quality of the goods will commend them to your favorable consideration and induce you to favor us with a liberal share of your patronage.

Our warehouse is conveniently and centrally situated at 747 Craig Street, three doors west of Victoria Square.

Our stock will embrace a full assortment of the different grades of White Lead, including Brandram's Celebrated B.B. Brand, our Anchor Brand of Colors ground in Oil and in Varnish, Ready-Mixed Paints and Enamel Paints in many beautiful shades, Varnishes, Wood Stains, Dry Colors, etc., Catalogues and Sample Cards of which will be cheerfully furnished on application.

HENDERSON & POTTS

By arrangement with BRANDRAM BROS. & CO., London,
Sole Manufacturers in Canada of their registered brands of White Lead, Zinc, and Colored Paints.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN KING, general merchant, Fort William, has assigned to E. J. Henderson, Toronto.

A. Pallascio, hardware, Montreal, is asking an extension.

George Giller, general merchant, Berlin, is obtaining an extension.

B. L. Oakes, general merchant, Weymouth, N.S., has assigned.

John W. Walker, hardware, Belleville, has assigned to G. F. Hope.

James Cunningham, foundry, etc., St. Catharines, has assigned to Wm. Thomson.

Moise Daigneault, general merchant, St. Etienne de Beauharnois, has assigned.

J. M. Small, general merchant, Arthur, is offering to compromise at 70c. on the dollar.

The stock of A. S. Starr, general merchant, Bamberg, has been seized under chattel mortgage.

L. O. Roy, general store, St. Francois (Montmagny), is offering to compromise at 40c. on the dollar.

Lamarche & Benoit have been appointed curators of the estate of H. Fauteux, hardware, Ste. Cunegonde.

J. D. Archambault, general merchant, Drummondville, Que., is offering to compromise at 33⅓c. on the dollar.

A third and last dividend of 9¾c. has been declared by Langley & Hallworth in the estate of Fisher & Co., general store, of Bolton. This makes in all a dividend of 64¾c.

PARTNERSHIPS FORMED AND DISSOLVED.

MacDonald & Co., general merchants, Louisburg, N.S., have dissolved.

Forlong & Sexsmith, general merchants, Steveston, B.C., have dissolved; Forlong continues.

C. A. Bowlby & Co., general merchants, Liverpool, N. S., have dissolved; C. H. Clements continues.

S. Blain and F. X. Charbonneau have formed a partnership in Montreal to carry on business as painters under the style of Blain & Charbonneau.

Joseph Durand and Pierre Boivin have formed a partnership to carry on business in Lorette, Que., as shovel manufacturers under the style of Durand & Boivin.

Cox, Wilson & Co., manufacturers of varnishes, Montreal, have dissolved, W. A. Wilson retiring. Business will be carried on by the remaining partner, under the style of John Cox & Co.

SALES MADE AND PENDING

Reid Bros., general merchants, Almonte, are advertising business for sale.

L. M. Burns, painter, Yarmouth, is advertised to be sold out by the sheriff.

The stock of Joseph Desmarais, Asbestos, Que., has been sold at 55c. on the dollar.

The general stock of J. L. Morse, general store, Clarence, N.S., is advertised for sale by tender.

The stock of the Independent Match Co., Louiseville, Que., has been sold at 17½c. on the dollar.

The assets of A. Deschamps, jr., hardware, Montreal, are to be sold by auction on the 13th inst.

The stock of P. W. Bates & Co., general merchants, Merrickville, has been sold at 46c. on the dollar.

The assets of Geo. H. Simoneau, general merchant, Robertson Station, Que., are advertised for sale by tender.

CHANGES.

W. H. Tonkin, general merchant, Leskard, has sold out.

M. McLeod, general store, Halifax, has removed to Neil's Harbor.

Ed. Virtue & Co., general merchants, Tyrone, have sold out to W. H. Clemens.

E. C. Perkins, general store and saw mill, Mansonville, has discontinued general store.

J. D. Ronald, manufacturer steam fire engines, etc., Brussels, has sold out to E. H. Thomas.

John A. McKay & Co. have started business in Westville, N.S., as dealers in stoves and tinware.

The British Columbia Automatic Lighting and Oil Co., Vancouver, has been succeeded by the Vancouver Coal Oil Co.

FIRES.

John Algeo, foundry, etc., Simcoe; burned out.

Calvin Gates, general merchant, Houghton, has been burned out; insured.

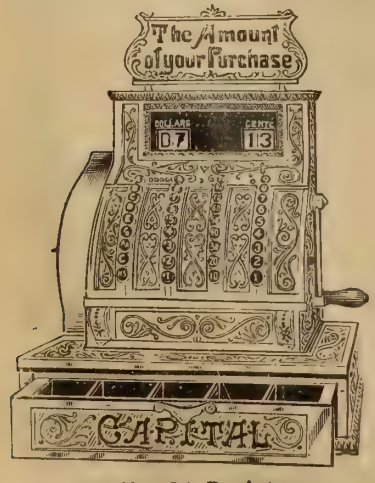
DEATHS.

H. Potts, hardware merchant, Leamington, is dead.

J. B. Dussault, tins, St. Casimer, Que., is dead.

NEW CORDAGE CO.

The Independent Cordage Co. of Ontario, Ltd. is seeking incorporation. The objects for which incorporation is sought are to manufacture, purchase, sell and deal in cordage and twine of every description. The operations of the company are to be carried on in Ontario, and the chief place of business is to be Toronto The capital stock is to be $150,000, divided into 3,000 shares of $50 each. The names of the applicants are: Peter Corbett, Maidstone; George High, township of Vaughan; Fraser Guinter, of the township of Thorold; Herbert Hartley Dewart, Toronto, barrister; Thomas Craik Irving, of Toronto, mercantile agent; and Hiram Burley Smith, of the township of Yarmouth, merchant. Hiram Burley Smith, Thomas Craik Irving and Herbert Hartley Dewart are to be the first directors of the said company.



Our No. 26 Register.

MERCHANTS WHO ARE MAKING MONEY

Are those who pay attention to the details of their business—who simplify the transactions that take place between their clerks and their customers—who know that when a dollar's worth of goods go over their counter they will receive a dollar in return for them; these are the successful men, and their success has been attained by system. Now our business partly consists of selling Cash Registers; the rest is in producing a Register that will give to the user a system whereby all details of his business will be looked after—transactions between customers and clerks will be made easy and simple—it will be utterly impossible for goods to go out without having a record of it. Do you want some more information or particulars on this subject? They will cost you nothing and we will give them cheerfully. Send us your name and we will send you one of our handsome circulars, explaining our Cash and Credit Register.

The Capital Cash Register Co., Ltd.

OTTAWA, CAN.

HAVE YOUR OWN WAY.

MAN is not merely the architect of his own fortune, but he must lay the bricks himself. Bayard Taylor, at 23, wrote: "I will become the sculptor of my own mind's statue." His biography shows how often the chisel and hammer were in his hands to shape himself into his ideal. "I have seen none, known none, of the celebrities of my time," said Samuel Cox. "All my energy was directed to one end, to improve myself."

"Man exists for culture," says Goethe; "not for what he can accomplish, but for what can be accomplished in him."

Labor is the only legal tender in the world to true success. The gods sell everything for that, nothing without it. You will never find success "marked down." The door to the temple of success is never left open. Every one who enters makes his own door, which closes behind him to all others.

Circumstances have rarely favored great men. They have fought their way to triumph over the road of difficulty and through all sorts of opposition. A lowly beginning and a humble origin are no bar to a great career. The farmers' boys fill many of the greatest places in legislatures, in syndicates, at the bar, in pulpits, in Congress, to-day. Boys of lowly origin have made many of the greatest discoveries, are presidents of our banks, of our colleges, of our universities. Our poor boys and girls have written many of our greatest books, and have filled the highest places as teachers and journalists. Ask almost any great man in our large cities where he was born, and he will tell you it was on a farm or in a small country village. Nearly all of the great capitalists of the city came from the country. "'Tis better to be lowly born."

A DURABLE WHITEWASH.

A good durable whitewash is made as follows: Take half a bushel of freshly-burned lime, slake it with boiling water; cover it during the process, to keep in the steam. Strain the liquid through a fine sieve, and add to it seven pounds of salt, previously dissolved in warm water, three pounds of ground rice boiled to a thin paste and stirred in boiling hot, half a pound of powdered Spanish whiting, one pound of clean glue, which has been previously dissolved by soaking it well and then hanging it over a slow fire in a small kettle, within a large one filled with water. Add five gallons of hot water to the mixture, stir it well, and let it stand a few days covered from dirt. It must be put on quite hot. For this purpose it can be kept in a kettle on a portable furnace. About one pint of this mixture will cover a square yard.—Popular Science News.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

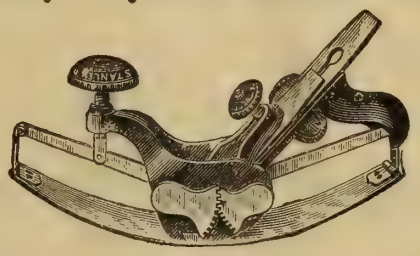
Hardware and Metal, Toronto

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

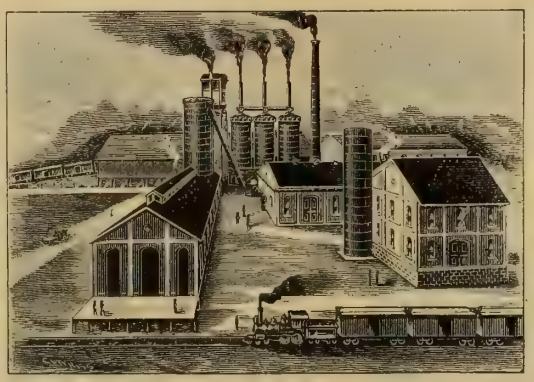
SOLD BY ALL
Hardware Dealers

Stanley's Adjustable Circular Plane.



This Plane has a Flexible Steel Face, which can be easily shaped to any required arc, either concave or convex, by turning the Knob on the front of the Plane.

No. 113. Adjustable Circular Plane, 1¾ in. Cutter, $4.00



The Hamilton Blast Furnace Co., Ltd.

HAMILTON
Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Church's . .

ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

Sold by leading paint dealers everywhere.

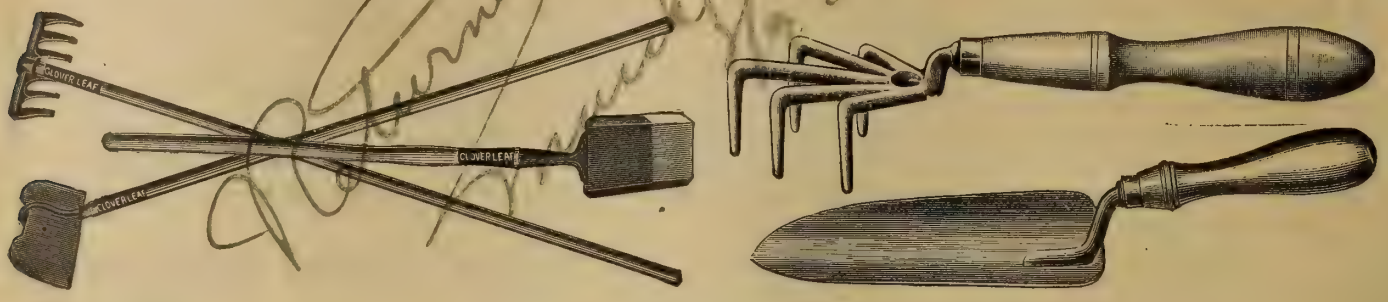
Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.

THE KNAPP & COWLES MFG. CO. . . BRIDGEPORT, CONN., U.S.A.



SEND FOR CATALOGUE OF FULL LINE CHILDREN'S AND LADIES' SETS, FLORAL AND GARDEN TOOLS AND SPECIALTIES.

The W. R. Gardner Tool Co. Ltd.

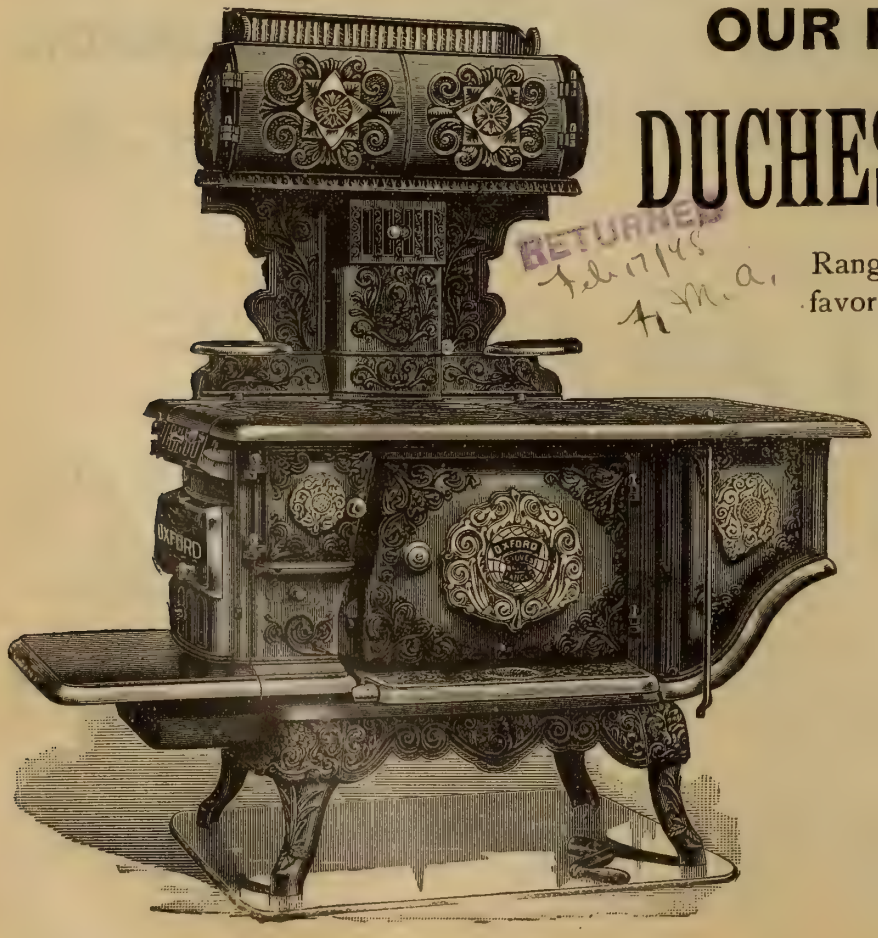
SHERBROOKE, QUE.

Hammers, Hatchets, of every description.

Augers, Auger Bits, common and Jennings' pattern.

Chisels, Axes, etc.

Special boring tools for wood-working and furniture factories. Prices on application.



OUR FAMOUS

DUCHESS OF OXFORD

Ranges, for coal or wood, are the kitchen favorites all over the country—not an experiment, but a proved success.

Fitted with the **Patent Duplex Flue,** and made in different sizes with or without Warming Closet, Reservoir, etc. The top of the Reservoir is flush with the top of the stove. Every detail is perfected, and better stove value could not be found.

Our prices are always reasonable.

The . . .

Gurney Foundry Co. Ltd.

TORONTO.

THE GURNEY-MASSEY CO. Ltd., MONTREAL.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine.
327 St. James Street, - - - **MONTREAL**

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

Maple Sugar Makers' Supplies.
Sap Evaporators.
Storage and Gathering Tanks.
Record Double Tin Sap Spouts.
Saccharometers, Thermometers, etc.
Address
THE G. H. GRIMM MFG. CO.
84 Wellington St., **MONTREAL**

HANDY BUSINESS LIST OF CANADIAN PAPERS
Sent free of charge to any advertiser who will send his address, with two 3c. stamps to pay postage.
CANADIAN ADVERTISING AGENCY, LTD. TORONTO.

R. DILLON,
Hardware Specialties,
OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

INVALUABLE TO SUGAR MAKERS.

THE most critical part in the process of manufacturing maple sugar is to know the exact moment at which to draw off from the evaporator for syrup and sugar respectively. If the heat is allowed to go only one degree past the proper point the whole pan of sap is spoiled. Every old sugar maker knows how vexatious this is and will warmly welcome any contrivance that tends to obviate it. The proper point at which to draw off for maple syrup is 220 degrees and for maple sugar it should test 240 degrees. The G. H. Grimm Manufacturing Co., 84 Wellington street, Montreal, have devised a thermometer for the use of sugar makers in this connection that will be invaluable. It is marked so that it will show at a glance when the sap should be run off from the fire either for syrup or sugar. The use of this instrument will save sugar makers a lot of extra labor and annoyance besides saving a lot of sap that has frequently to be thrown away under the rule of thumb method of guessing when to draw off. W. H. Barber, the Montreal agent of the Grimm Co., will promptly supply any information in regard to the article.

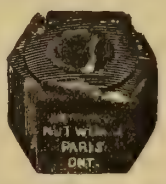
Another handy sugar making fixture that the Grimm Co. offer this spring is a patent sap tap. The tap ordinarily in use allows the temperature free access to the pores of the tree, so drying them up. The patent tap does not. When driven into the tree there is only a small hole through which the sap percolates, and the pores of the tree are much less exposed to the air than with the ordinary tap.

AN ANCIENT NAIL.

It is stated by one of our English contemporaries that while lately sawing a beam taken from the roof of Winchester Cathedral a nail about 2¼ inches long was discovered in the middle of the piece about 9 inches from the surface. The only conclusion to be drawn from a nail in that position is that it was driven into the young oak, and that before the tree was cut down wood had grown around the nail, that process likely occupying a couple of centuries. It is assumed that the beam was introduced in the course of the reparation of Winchester Cathedral, which was undertaken by Bishop Walkelyn and carried out between 1079 and 1093, but it should be remembered that some of his successors had works executed up to the end of the 14th century, when William of Wykeham commenced his restoration. It is thought that in any event the nail must have remained concealed for nearly 1,000 years.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps. Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

. . MICA . .
Electrical and Stove Purposes.
Send for samples and quotations.
W. F. SMYTH & CO.
Box 2165 **Montreal.**


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
ROLLING MILLS
Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.
AND FACTORIES
MONTREAL

TRADE MARK J REGISTERED.
"JARDINE"
Horseshoe Vises . .
One of the handiest winter tools in a shoeing shop. Useful at all times, they are indispensable in winter.
A. B. JARDINE & Co.
HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Mar. 5, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 and 5 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ocbre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	....
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 05
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	0 45½	0 47
Boiled, per gal	0 48½	0 50

Freight allowed. Price 2c. less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	...	0 44
5 to 9 "	....	0 43
10 to 15 "	....	0 42

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 08½
Small lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ...... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

AXES.

Splitting Axes 5 25 5 50
Chopping Axes—
Black Prince 7 25 7 50
Forest Clipper 7 25 7 50
Lance 8 50 9 00
Mann's 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made 7 50 7 75
Climax 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

inc discount 3 90 4 0
opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.
Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.
Door.
Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 20 per cent.
Excelsior, 10 per cent.
Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriege, dis.. 60 p. c. off new list
Tire, dis., 65 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.
Cast Iron.
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.
Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 9 50

Cement.

Canadian, Portland 2 30
English " 2 50
Belgium " 2 25
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.
Steel, net 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Bo 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.
Per doz 75 1 25

FAWCETS.

Cork Lined, per doz 0 30 0
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.
Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.
Tack.
Magnetic, per doz 1 10 1 20
Sledge.
Canadian, per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs 0 40 2 50
Chisel.
Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00
Fork.
C. & B., dis. 35 per cent. rev. t.
Hoe.
C. & B., dis. 35 per cent. rev. list.
Saw.
American, per doz 1 00 1 25
Plane.
American, per gross 3 15 3 75
Hammer and Hatchet.
Canadian, 35 per cent.
Cross-Cut Saw.
Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb 3 65 3 75
12 in. up, per lb 65 2 75
Per doz. set.
Screw. Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1
Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.
Wire.
Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000 .... 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross 1 60

KNOBS.

Door, japanned and N.P., pe doz 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz 1 75 7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz .... 0 50 6 JC
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   - Basis—50 to 60 dy 2 15
   - 40 dy 2 20
   - 30 dy 2 25
   - 20, 16, aud 12 dy 2 30
   - 10 dy 2 35
   - 8 and 9 dy 2 40
   - 6 and 7 dy 2 55
2. American pattern only—
   - From 4 to 5 dy 2 75
   - 3 dy (lath) 3 15
3. Canada pattern only—
   - From 4 to 5 dy 2 55
   - 3 dy (lath) 3 05
   - 3 dy, A.P. fine 3 75

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz 2 25 3 30

PENCILS.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L. .... $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6 .... 175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz .... 2 00 5 .

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz .. 5 00 9 00
German, per doz 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set 0 00 0 72
" hollow, per inch 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs 2 50 2 75

RAIL.

Barn door, per foot 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz .. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6⅜	00 8
¼, 5-16, ⅜ in	6⅞	00 8¼
Cotton		15 17
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set 0 60 1 00
" N.P., per set 90

SAD HEATERS.

Dome, Shepard's, per doz 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire 0 55 0 90

SASH CORD.

Per lb 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen 0 40 0 70
"Empire," McMillan & Haynes, per ft 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each 0 75 2 75
" frame only 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz 3 50 4 50
Door, per doz 8 75 9 00

SCREW DRIVERS.

Sargent's per doz 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz 2 30 2 45
" black 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each ..	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb 0 09 0 09
Labrador .... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross 3 50 5 00
Grind. per ton 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs) 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz) .. 45
" " (in dozens, 8 to 24 oz) .. 30
" " ¼ weights 40
" " tinned 45
Swedes, cut tacks, genuine, blued and tinned 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned 40
Zinc tacks 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers 10
" " in bulk 15
" " solid heads, in bulk 42½
Saddle nails in papers 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 5

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

Carload Lots and Under.

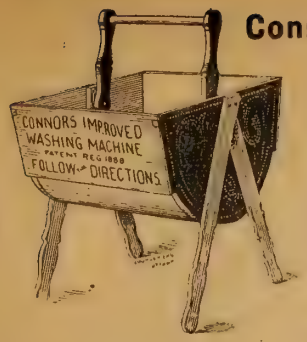
Galvanized, 2 barb, 2½ and 5 inches apart 2 70 2 75
Galvanized, 4 barb, 4 and 6 inches apart 2 70 2 75
Galvanized, plain twist, all.. delv'd 2 70 2 75
Plain twist 2 70 2 75
Steel Staples 2 70 2 75
Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....



Connor's

IMPROVED WASHING MACHINE

Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

WRITE FOR PRICES ..

Agents wanted

J. H. Connor 525 Sussex St. **Ottawa**

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent

"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

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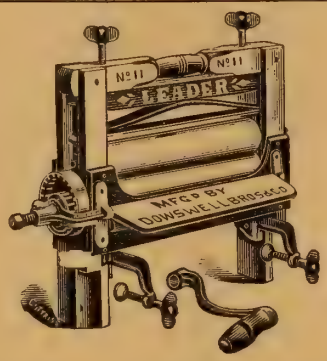

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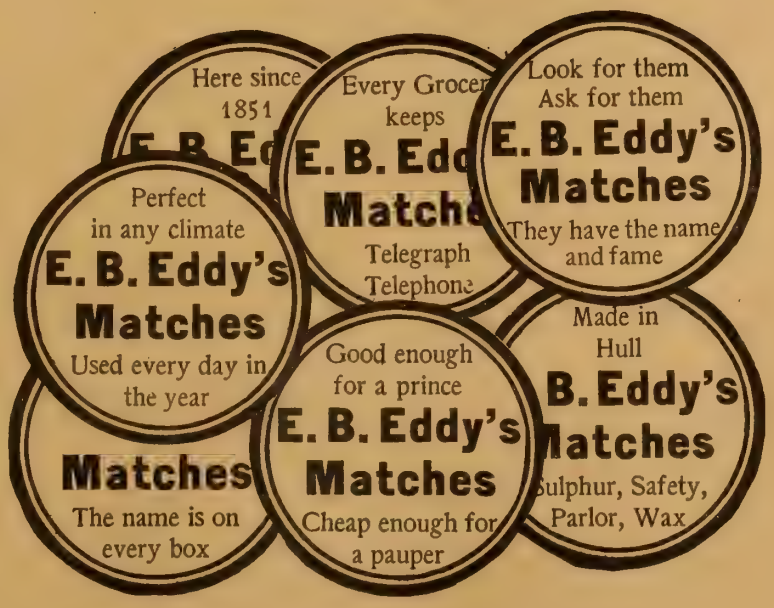

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"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

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"Your lead is acknowledged by all painters here who have used it, to be equal to the best English; and your prepared paints have proved superior to the best American or Canadian. We can name houses where your paints were used early in 1894 on floors, doors, wainscots, etc., that look now as well as if newly painted.

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HARDWARE
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VOL. IX | MONTREAL AND TORONTO, MARCH 13, 1897 | No. 11

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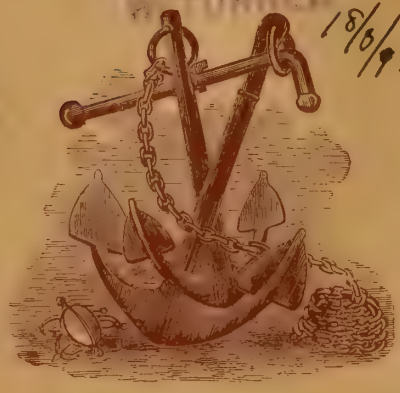

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LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE

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A Complete Lavatory

The cut shown illustrates our **Patent**

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Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

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The Toronto Steel-Clad Bath and Metal Co. Ltd.

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Factory Milk Can Trimmings

When ordering Broad Hoop Trimmings ask for the new Convex Bottom, which is stronger, as the bottom rim is narrower.

The body of the can extends further into the bottom, and consequently protects the side more.

The bottom being further from the floor, is less apt to become damaged.

The corner where the body is soldered to the bottom is a sharp corner, which makes it easy to solder.

Rough handling cannot separate the body from the bottom, as can easily be seen by the construction.

The new narrow bottom or Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the Broad Hoop Trimming.

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, MARCH 13, 1897 No. 11

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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IT IS OF NATIONAL IMPORTANCE.

A GOOD many people who are inclined to treat lightly the importance of a railway through the Crow's Nest Pass are fond of asserting that it is only a local road and that therefore the citizens of Eastern Canada ought not to interest themselves in the matter.

It is quite true that, in its narrow sense, the proposed road is a local road, but that does not warrant the business men of Ontario and Quebec being uninterested in its construction.

The road will be primarily local, but not altogether. It will be local just as any one link in a chain is independent of the other links, just as the balance wheel is independent of the other wheels in a watch.

In its broadest sense the Crow's Nest Pass Railway cannot be a local road. It must be a part of the railway system of the country. It must be linked to other lines.

At present between the wholesale merchants and manufacturers in Eastern Canada and the retail merchants and consumers in Southern British Columbia there is a great gulf fixed.

A railway through the Crow's Nest Pass would bridge that gulf and make possible what is now in some respects impossible. Hence, in its broad sense the road could not be termed a local one.

On the contrary, it is, more properly speaking, a link—and an important one at that—in the great railway system that is the highway for the transportation of goods from the east to the promising gold fields in the Kootenay country.

In the meantime, while the missing link is absent, United States merchants, and not Canadian, are monopolizing the trade in that part of the Dominion.

It is through provincial glasses that those are looking who can see nothing but localism in the construction of the Crow's Nest Pass Railway.

The chief of Canada's drawbacks is provincialism. It has crept into commercial matters. It has crept into religious matters. Let us away with it. The construction of the Crow's Nest Pass road is a national undertaking. Let us, as true Canadians, acknowledge it as such.

AMERICAN COMPETITION.

"I EXPECT to see American iron material of all kinds drive out British in the Canadian market during the coming summer unless the latter decide to meet low prices," said a well-known iron broker to HARDWARE AND METAL last week. He added that the English iron authorities seemed to be assuming that the exports of all kinds of manufactured iron material from the United States were merely a measure of the depression of trade there, and that they would cease when domestic business in the United States looked up. No doubt, American competition would slacken to a certain extent under improved domestic conditions. At the same time, he firmly believed that the United States makers had secured a permanent footing in foreign markets on various articles which were not affected by the tariff, our own Canadian market included. If there was any radical tariff reduction the trade might expect even more American goods.

The essential feature of the present American export competition was the fact that it had been accomplished largely by reductions in the cost of manufacture, and did not represent merely the surplus not wanted in the domestic market.

American authorities hold that the southern furnaces can export pig iron indefinitely at present prices. If there were an active demand at home at higher figures they might drop the foreign trade for a time for something better, but they are not selling at a loss. They would be quite willing to increase their capacities sufficiently to meet both a foreign and a domestic demand if their present establishments were insufficient. The present prices on American steel afford a profit, even though it be not so great as the manufacturers used to enjoy years ago. But since those days of limited outputs and high prices they have greatly increased their plants, and they must keep them busy even at a moderate profit. In machinery the Americans have been steadily increasing their export trade, and did this before prices got very low, and the deficiencies of the home market led them to push harder into markets abroad.

BINDING TWINE SEASON, 1897.

THIS will be a peculiar season for the merchants handling binding twine. It appears that there is on the market at the present time an accumulation of old stock of binder twine made at different factories and in the prisons. As a large quantity of petroleum is used in the manufacture of the article, any twine carried over from one season to another will deteriorate in quality on account of the evaporation which takes place, the twine becoming hard, and consequently will not work like new goods.

It will be well for hardware dealers and other merchants who handle binder twine to be careful that they secure the new season's goods if they are to avoid incurring the displeasure of the farmers.

One manufacturing concern, the Consumers' Cordage Co. of Canada, has hit upon a plan whereby no deceptions will be practised as far as its output this season is concerned.

Heretofore the weight of the ball made by this company has been four pounds ; this season it is five pounds. As the ball is of the same circumference as that made last year, the greater weight is made up by added length, causing the make of 1896 to present a dumpy appearance when presented alongside it. They are put up in 60-lb. bales.

The new balls will fill the same boxes on the machines, and will have the great advantage of running 25 per cent. further than the 4-lb. balls, or, in other words, four balls of this year's manufacture will run as far in a machine as five balls of last year's and former manufacture. This is an improvement, and will save the farmers much time and trouble, which they have hitherto been put to in replenishing the twine box.

Samples of the new season's twine are now to be seen in the warehouses of the jobbers, and they certainly present a better appearance than the make of 1896, being rolled more tightly and regularly than in previous years.

The jobbing houses are not yet prepared to quote prices ; HARDWARE AND METAL has been given to understand that the figures will open unusually low.

The Consumers' Cordage Co., it is understood, have already booked orders for large quantities of twine for shipment to the United States, there being no import duty on that article, although it is expected there will be under the new Administration.

Three or four years ago William McKinley was a bankrupt ; now he is President of the United States.

RECORD BREAKING IN FOREIGN TRADE.

CANADA'S foreign trade during the fiscal year 1896 was a record-breaking one.

In exports we never before reached the figures we then did, notwithstanding the low range of values. The total exports were valued at $121,013,852. This was 10.50 per cent. larger than in 1893, the previous record year.

Our aggregate trade with the United States was $103,022,434. This was another record-breaker, although only by .8 per cent.

The aggregate trade with China and Japan was nearly $40,000 larger than in any previous year.

Imports from the United States touched the highest point since Confederation by $352,148, the figures being $58,574,024 and $58,221,976 respectively.

The most remarkable feature of record-breaking, as far as percentage of increase is concerned, is in respect to our imports from Belgium. The record year up to the present was 1890. The imports then aggregated $721,332. Last year they reached the total of $920,758, or 27.60 per cent. larger than in 1890, and no less than 106 per cent. larger than in 1895.

DEPARTMENTAL STORE CHANGE.

SOME striking changes have taken place in Toronto commercial circles during the last twelve months. The latest is that of the departmental store firm of R. Walker & Sons.

This is one of the oldest firms in the "Queen City," being established 61 years ago by the late Robert Walker.

A couple of weeks ago it was announced that the firm would go into liquidation. But the firm has gone out of business much quicker than it was anticipated, for a few days ago W. A. Murray & Co., whose stock was damaged by fire the other day to the extent of $100,000, made a deal with R. Walker & Sons whereby they became the owners of the latter's business.

W. A. Murray & Co. took possession on Tuesday morning. The invoiced price of the stock was $185,000, and the figure paid was 65c. on the dollar. The purchase includes the dry goods, clothing and boot and shoe stocks. The boot and shoe and toy departments were not owned by R. Walker & Sons, being "farmed" out to other firms. W. A. Murray & Co.'s lease of the Walker building is merely a day-to-day one, and HARDWARE AND METAL understands that its permanency depends upon their ability to find tenants for their own store, which is three stores turned into one.

The amount of insurance awarded W. A. Murray & Co. by the underwriters, it might be mentioned, was $95,022.

Early closing will only come when merchants are prepared to close up their petty jealousies.

REDUCTION IN GALVANIZED IRON.

In an article in last week's issue dealing with the advent of galvanized iron of United States manufacture on the Canadian market, it was stated that the price of the English article would have to be reduced if it was to remain on this market in competition with the new arrival.

The reduction has already taken place, in some brands at least, 25c. per 100 pounds lower being quoted this week. So far, however, the reduction has only been made by the jobbers themselves, the manufacturers in Great Britain not yet having made any change.

The ruling prices on the American article are : 28 gauge, $3.60 ; 26 gauge, $3.20 ; 22 to 24 gauge, $3. It must be remembered, however, as stated last week, that the gauge of the above is heavier than that of the British product.

POULTRY NETTING SEASON.

The spring poultry netting trade is beginning to open up. Prices will be higher than last year. This is largely due to the strength of the British market, prices over there having advanced materially.

The manufacturers in Great Britain are

being taxed to their utmost to fill contracts. Some enormously large orders, it seems, are being received from Australia.

The greater part of the poultry netting used in Canada is imported from Great Britain, practically only one size being made in this country.

FORMED A DEPARTMENTAL STORE.

FOUR Gananoque business houses have decided to amalgamate and form a departmental store.

The four firms are: Britton & Donovan, general merchants; D. Darling, grocer; E. H. Ellis, hardware; and H. C. Taylor, dry goods.

The amalgamation goes into effect on May 1.

The style of the firm will be The Departmental Store Co., Ltd. In the application for incorporation, which appeared in the last issue of The Ontario Gazette, it was set forth that the company propose the carrying on of a general mercantile business, including (a) dry goods, fancy goods, notions, merchant tailoring, gents' furnishings, millinery, mantle and dressmaking; (b) groceries and patent medicines; (c) hardware, tinware; (d) furniture; (e) machinery, implements and vehicles.

The capital stock of the company is $75,000, in 750 shares of $100 each.

IVER JOHNSON'S NEW TRAVELER.

The Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass., have secured the services of Edward E. Perry, as general traveling representative for the Western and Southern States.

Mr. Perry has been in the fire arms business for 18 years, filling positions from office boy to that of head salesman. His first efforts in the trade were with Schoverling, Daly & Gales, and he also handled the output of the Forehand Arms Co., Worcester, and has been connected with A. G. Spaulding & Co., thus giving him a wide range of experience in handling firearms, and his acquaintance among the jobbing firearms trade is probably as extensive as that of anyone taking a grip on the road.

Mr. Perry is an exceedingly successful salesman, a genial, pleasant gentleman, and is acquainted with the handling of firearms from "A to Z." It is therefore with a good deal of pleasure that we note his connection with the Iver Johnson's Arms & Cycle Works. This house has such a reputation among the trade for fair dealing and excellence of output that Mr. Perry's efforts will, no doubt, be productive of great success.

In the Western and Southern States he will not only be in touch with the firearms trade, but no doubt will make acquaintance among the cycle trade also, as the firm he represents is noted for their excellent cycles.

THE DEATH OF MR. AUSTIN.

THE recent demise of Mr. James Austin, president of the Dominion Bank, removed from active life in the financial world of Toronto a man whose industry, shrewdness and sound commercial sense were justly respected all over the country. Mr. Austin organized the Dominion Bank, and for years watched over its interests as it rose to be one of the wealthiest institutions and most successful financial undertakings in Canada. A commercial community benefits much from a man of this type, and the great institution which prudent sagacity and financial talent have brought to its present prosperity has long been a source of pride to the city of Toronto.

The late Mr. Austin was also president of the Consumers' Gas Co. of Toronto, and the vacancy on the board of that company has been filled by the appointment of Mr. Thomas Long. This gentleman, through his connection with the extensive firm of T. Long & Bro., Collingwood. and other commercial enterprises, is well-known as a business man of experience and integrity.

Sir Frank Smith has since been elected to the presidency, and Mr. E. B. Osler to the vice-presidency.

A Guarantee of Excellence.

A FEW GOOD PEOPLE WHO SELL

Iver Johnson Revolvers

IN CANADA.

There are plenty more but space is too limited for them all. . . .

H. S. Howland, Sons & Co., - Toronto
M. & L. Samuel, Benjamin & Co., Toronto
Frothingham & Workman, - Montreal
Caverhill, Learmont & Co., - Montreal
Rice Lewis & Son, - - Toronto
John Griffith Cycle Corporation, Toronto

Send for Catalogue.

IVER JOHNSON'S ARMS AND CYCLE WORKS

Fitchburg, Mass., U.S.A.

REVIEW OF THE PIG IRON TRADE OF 1896.*

By Mr. George E. Drummond, Montreal.

THE records of the pig iron industry in the leading markets of the world for 1896 afford an interesting and instructive study to the miner, the business man, and the political economist.

Tariff enquiries specially touching the subject of iron in the United States and Canada, and investigation into the causes of diminishing trade in Great Britain, mark the year, and make it desirable that any review of the iron trade should take into account the political as well as the business phase of the situation.

Protective state legislation was the foundation upon which and by which the great iron industries of Great Britain, the United States and Germany were successfully established. Of these countries, the United States and Germany still stand by the principle of protection as being the best method to ensure successful development. Great Britain alone abandoned protection, and then only after she considered her position impregnable. To Canada, in her present somewhat hesitating mood, the relative progress made by the United States and Germany, under consistent protection, as against Great Britain, under so-called "Free Trade," should be somewhat of a guide in shaping her own course in the question of the utilization of her natural gifts in iron ores, coal and forest wealth.

On the surface the iron trade returns of 1896 show sunshine in Europe, brought about in part by war office and navy yard contracts, whilst in America the business horizon might be termed "cloudy, with occasional storm signals," and yet even on this continent those interested in iron have very much to be thankful for.

In the United States the year closes without significant disaster, with an output of iron close upon that of the previous year, and with returning confidence, born of faith in the strong national fiscal policy foreshadowed by the newly elected president and his party.

In Canada, uncertainty as to tariff matters, the somewhat natural outcome of the recent change in goverment, has served, in the case of some of the furnaces, to restrict the production of iron during 1896, but on the other hand, as predicted last year, the advent of the Hamilton furnace makes 1896, in point of gross tonnage, one of the best years that Canada has ever seen. The returns received to date from the furnaces at New Glasgow, Londonderry, Radnor Forges and Hamilton, register a total output of 61,839 tons for the calendar year of 1896, being an increase for the furnaces mentioned of 41 per cent. over the tonnage of 1895. This does not include the records of furnace work at Drummondville, Que., which have not yet been received.

Natural conditions in connection with the trade are good, and there has fortunately been a gratifying freedom from bad debts throughout the past year.

Following the usual course, we will review, in order of magnitude, the markets with which the Canadian iron producers have to compete, and then deal with the Canadian pig iron industry itself, in some of its various bearings.

THE UNITED STATES.

As pointed out in this association's last annual review, the year 1896 opened with the largest rate of output in the history of the Republic, promising to show at the close of the year a production of 10,000,000 tons, a pace evidently too good to last, for although it seems at first almost an impossibility to satisfy the wants of the largest consumers at Pittsburg and Chicago, yet natural laws of supply and demand, governed by the unusual disturbances of the late presidential election, were at work, and it was soon evident that the output was too great for actual requirements. When the demand for pig iron eased off, it was found that many of the mills had purchased too largely, in eager anticipation of improved business, and the demand for finished products was insufficient to utilize promptly the pig iron contracted for. The furnaces least able to meet the lowest ranges of prices went out of blast, and the trade gradually adjusted itself to circumstances, until at the close of the year prices were inclined to be again on the up grade. The range of quotations during 1896 will be best appreciated by reference to the figures ruling at the beginning of the year as against those obtainable in midsummer.

On Jannary 1, No. 2 southern iron sold at $9 per ton at Birmingham, or equal to $13 per ton delivered at points of consumption in the north. In July it was down to $6.50 per ton at the furnace, or $10 per ton at point of consumption, the southern iron producer always including his freight rate to the point of consumption as part of his cost.

Bessemer pig, quoted in January at $16 per ton, was less than $10 in July. Northern iron, whilst fluctuating in grey forge quality from $12 in January to $9 in July, and then again upwards to $10, held fairly steady in choice brands of foundry iron, the price for which showed only $1 per ton decline as between the figures quoted at New York, 2nd January, 1896, viz., $13.50, and December 31, 1896, $12.50. At even the steadier prices obtainable for northern foundry iron, none but the most favorably situated furnaces can hope to make money, and prudence will recommend a curtailment of output until prices again advance.

The Ore Pool formed towards the close of 1895 managed to maintain their prices throughout 1896 for best grades of Bessemer ore at $4 f.o.b. docks, Cleveland, and in all grades of ore held pretty closely to agreed figures. Within the past few months, however, large ore properties, controlled by strong interests outside the pool, have come into prominence, and it is now a question of considerable doubt whether the ore pool can be held together to control prices during the coming year. The shipments of ore from lake ports during 1896 showed a decrease of about 1,000,000 tons, as against 1895.

Among the interesting and significant features of the year was the demand which came from Great Britain for iron manufactured in America. Commencing in a limited and apparently experimental way in 1895, it increased in volume during the first half of 1896, and assumed considerable proportions in the closing months of the year. One order taken in December for Alabama iron was for 10,000 tons, destined for Liverpool, and for which more remunerative prices were said to be realized than could be secured for the same iron in the American market. The exports of southern iron alone aggregated nearly 100,000 tons during 1896. With steady prices ruling on both sides of the Atlantic, it is thought that this export business will grow from day to day, entirely reversing the order of things which obtained in the trade 20 years ago, when British iron found a place in the regular practice of American foundrymen, and entirely upsetting the "Free Trade" theory that a country in which the industries are highly protected cannot hope for a foreign trade.

In connection with the invasion of England by protected American producers, it is a matter of particular interest to note, as per Cleveland Iron Trade Review, of December 17, 1896, that "a noteworthy example of the pressing close home to English iron manufacturers of the competition of southern iron is afforded in the contract recently taken for a new subway under the Thames. The Lancashire Foundry Co., that is to do the work, will make its castings from American foundry iron, 12,000 tons having been purchased for that purpose."

A presidential election year is always unsettling to the American iron trade, and

*Paper read at the recent meeting of the Mining Association in Montreal.

never in the history of the United States have the issues been so grave as those which were fought out during 1896. The almost revolutionary programme adopted by the Chicago convention in the early summer, and upon which the presidential contest was waged, well nigh paralyzed the financial energies of the nation, and it is therefore all the more remarkable that the natural strength of the American iron industry was so great that the year 1896 closes with a record of 8,623,127 tons of pig iron produced, as against 9,446,308 tons in 1895, a decrease of barely 9 per cent., and still leaving the American record of iron production far in advance of that of any of her competitors.

GREAT BRITAIN.

If volume of business, and immediate conditions existing in commercial circles of the British Isles, were the sole gauge, 1896 could readily be set down as a fairly prosperous year.

Returns from the three principal iron centres give the 1896 output:

Scotland	1,180,005	tons
West Cumberland and Furness District	1,282,260	"
Cleveland	3,162,308	"
	5,624,573	

as against a total tonnage in 1895, for the same districts, of 5,022,951 tons. An increase in output of 601,622 tons, with an actual decrease in stocks at the close of the year, would indicate a good season's business, but it is a notable fact that the increased trade came from the British Isles itself, and that the export trade showed decreases in the shipments of 1896, as against those of 1895, to France, Russia, Spain, Portugal and Canada.

The prices of Warrants ranged from about 45s. in January to 49s. in November, but eased off a little at the close of the year, on account of fear of labor disputes. Makers' brands held at firm figures throughout the year. "Summerlee," for instance, ranged at from 50s. to 52s. 6d., the prices at the close of the year being stiff at the latter figure. Very little Scotch iron came to Canada, the price being so much above that of similar brands of American pig. "Summerlee" brought an average price in currency of $18.75 ex wharf Montreal, or equal to about $20.75 delivered at Western Canadian points. American and Canadian iron was sold at fully $4 per ton below these figures, so that the Scotch iron masters were quite unable to compete. The home trade was the salvation of the British iron producers in 1896. Large shipbuilding orders, and the prospect of Government contracts for warships, served to stimulate matters considerably during the year, but while the general tone remained favorable at the close of the year, the constantly increasing shipments of American pig iron and products thereof to the English market, and the ever decreasing export trade in iron from the British market itself, form a combination of circumstances that are not promising.

So far as Britain's trade with Canada is concerned, the fact is very noticeable in the returns for 1896 that the total shipment of Scotch iron to British North America is set down, in Messrs. Jas. Watson & Co.'s circular of January, 1897, at 2,454 tons, whereas 1892 gave a record of 22,913 tons of Scotch iron shipped to Canada. A decline of almost 20,000 tons in tonnage in 1896 as against that of 1892 is very significant.

In the face of the increasing strength of the American competition, it is also anything but reassuring to the British iron-masters to know that their home ores are growing scarcer, that the "Black-band" is nearly worked out, and that they require increasing quantities of foreign ore to mix with "Clay-band." The iron mines in Bilbao, upon which the British iron masters have for the past few years depended to a considerable extent, are also getting wrought out, and while they are still good for ten or a dozen years, the price of the ore is growing higher as the demand increases. British consumers are now turning their attention to the ore from the Almeria and Seville districts, and other new mines are being opened up in the south of Spain, the ore being taken in consumption in greater quantities than has hitherto been the case.

The price of Spanish ore will likely increase rather than decrease, and it will become more and more difficult as time goes on for the British iron masters to compete with their American rivals.

GERMANY.

Total pig iron produced in 1896, 6,360,982 tons, against 5,788,798 tons in 1895.

BELGIUM.

Total production in 1896 (12 months), 990,856 tons, as against a total for 1895 of 828,510 tons.

Comparative figures show that the German output, under Government policy of encouragement, is rapidly increasing from year to year.

CANADA.

As compared with the records of 1895 those of 1896 show a very marked improvement in point of gross tonnage and general operations.

Returns received from the furnaces at New Glasgow, N.S.; Londonderry, N.S.; Radnor

Paint Points...

We've published a booklet called "Paint Points" that's full of useful information about paints. It tells all about different kinds of paint—the good and the bad. It tells what kinds of paints are best for use on different surfaces. It is beautifully illustrated and will be interesting to anyone interested in paints.

It will give you a good idea of the many advantages and superiority of **THE SHERWIN-WILLIAMS PAINTS**

A copy will cost you nothing more than a postal card. Send for one to-day.

THE SHERWIN-WILLIAMS CO.

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

Forges, Que., and Hamilton, Ont., report a combined gross production of 61,839 net tons of pig iron, 12,964 net tons of steel, 1,243 net tons of forgings, and 4,575 net tons of puddled bars, etc.

To produce this quantity the following Canadian materials were used :

Ore	82,705	net tons
Coal	114,554	" "
Coke	46,219	" "
Charcoal	557,400	bushels
Limestone consumed	34,946	net tons

although a larger quantity was actually made.

Of foreign material used the Hamilton Blast Furnace Co., Ltd., report : Of American ore, 32,025 net tons, being about 72½ per cent. of their total consumption. Of American coke, 30,217 net tons.

The N. S. Steel Co. consumed of Newfoundland ore, 7,269 net tons. Spanish ore, 3,164 net tons, being about 25 per cent. of their total consumption of ore.

The Londonderry Iron Co., Ltd., and the Canada Iron Furnace Co., Ltd., of Radnor Forges, Que., used solely Canadian material.

The details of operations are as follows :

THE NOVA SCOTIA STEEL CO., LTD., NEW GLASGOW AND FERRONA, N.S.

Coke pig iron made	20,470	net tons
Steel made	12,964	" "
Forgings made	1,243	" "

MATERIALS USED.

Coal	113,298	net tons
Coke	28,000	" "
Canadian ore	30,051	" "
Newfoundland ore	7,269	" "
Spanish ore	3,164	" "
Limestone	16,000	" "

MEN EMPLOYED.

Married	482
Single	193
Boys	30

Wages paid—$277,500.

MEN EMPLOYED MINING COAL AND OTHER RAW MATERIAL.

Married	160
Single	50
Boys	50

Wages paid—$153,000 for these latter services, or a total wage roll of $430,000.

Total labor of all classes—965.

This, as in all other cases dealt with, does not include merchants, railway men, etc., nor any of those indirectly dependent upon the business.

THE LONDONDERRY IRON CO., LTD., LONDONDERRY, N.S.

Coke pig iron made	10,497	net tons
Ore charged	27,053	"
Flux charged	8,882	"
Raw coal	1,256	"
Coke	18,290	"
Total coke raised	29,327	"
Total limestone mined	9,062	"

FURNACE OUTPUT 1896—ROLLING MILLS AND FORGES.

Three heating furnaces and three train rolls manufactured in 1896.

Iron made (all sorts), 361 tons.

Puddled bar made at works and scrap and other iron made at works, 414 tons.

Total fuel consumed, 452 net tons.

IRON AND STEEL WORKS.

Eight double puddling furnaces in fire and one single puddling furnace in fire.

Production of iron	3,800	net tons
Consumption of pig	4,198	"
Consumption of fettling ore	2,215	"
Consumption of fuel	6,285	"

Furnace campaign of 1896 very brief.

Average number of men employed in all departments, including labor in coal mining, etc., 425.

THE HAMILTON BLAST FURNACE CO., LTD., HAMILTON, LTD.

Coke pig iron made	25,270	net tons
Ore used—Canadian	11,876	
" American	32,024	
	43,900	net tons
Coke used (all American)	32,176	"
Limestone (all Canadian)	8,469	"

Average number of men employed at forges, 120.

CANADA IRON FURNACE CO., LTD., RADNOR FORGES, QUE.

OPERATIONS IN RAW MATERIAL DEPARTMENT.

Charcoal produced	630,000	bushels
Ore produced	24,713	net tons
Limestone produced	2,415	"

CHARCOAL IRON PRODUCED IN 1896 IN A CAMPAIGN OF EIGHT MONTHS.

Charcoal pig iron made	5,602	net tons
Charcoal consumed	557,400	bushels
Ore consumed	13,725	net tons
Limestone flux consumed	1,415	"

Average number of men employed—600.

As explained in last report, the labor of this furnace is principally drawn from the farming class, and the field work is therefore of a more or less intermittent character, being performed between seed time and harvest, or at other seasons of the year when the farmer is not engaged in his usual agricultural pursuits.

The auxiliary branches of business in connection with this company are the Montreal Car Wheel Co., and the Drummond McCall Pipe Foundry Co., Ltd., Lachine, Que. A portion of the output of the furnace is used at the Lachine works, where employment is given to a further staff of 150 men.

PICTOU CHARCOAL IRON CO.

Ore produced—10,784 long tons. From 35 to 40 men employed. Blast furnace idle the whole of 1896.

BRISTOL IRON CO.

Ore produced— 1,033 tons magnetite. This was shipped to the United States by the lessees, Messrs. Ennis & Co., of Philadelphia, Pa.

TORBROOK IRON CO.

Ore produced—8,797 long tons. Mine worked for only four months. Forty-three persons employed.

As already pointed out, it is difficult in dealing with the history of the Canadian iron trade of 1896, to overlook the investigation which is at present being made by the Federal Government into the merits or otherwise of the encouragement granted to the manufacture of iron in Canada. " Good often comes out of evil," and if the agitation in regard to iron duties does nothing more than to attract the earnest attention of Canadians to this, the basis of all industries, to the necessity of providing diversified employment for our people, to the fact that this country is especially adapted for the enterprise of iron making, and to the desirability of avoiding national vassalage to our neighbors, in regard to a commodity so important in times of peace or war, as iron, then a long stride shall have been made in the right direction.

The investigations of the Dominion Government Tariff Commission have naturally brought out arguments for and against the retention of the present system of encouragement to the industry. Human nature showed itself in the arguments. Importers and distributors of foreign iron opposed the native industry, deeming the country not yet prepared for it, although seemingly quite ready for the products of the foreign sources of supply which they happened to represent. Some consumers of iron, arguing that any lowering of the existing duty meant additional profits in their own pockets, went in for that idea, but even they were fair enough and wise enough to suggest, that in event of any lowering of the duties, there should be an adequate increase in the bounties, so that home industry might be preserved, and an American monopoly of the Canadian market prevented.

The bulk of the evidence gathered from unprejudiced witnesses seems decidedly favorable to the continuance of Government encouragement, in some form or another, to the production of pig iron from Canadian ores and fuel.

A very notable illustration of the value of the charcoal iron industry comes from the farmers of the province of Quebec, hundreds of whom have recently signed a petition to the Dominion Government, asking that the industry be preserved to them.

Firstly.—Because it is one of the very few rural industries that they enjoy, and because, through the resident employes at the works, it provides a ready cash market for farm products.

Secondly. — Because without it, they

H. S. HOWLAND, SONS & CO.

37 West Front Street — TORONTO.

BINDER TWINE

Made This Year

FIVE POUND BALLS — 1897 — FIVE POUND BALLS

SAMSON AND LION BRANDS

5-LB. BALLS.

SAVING the farmers 25% of the LABOR and TIME placing it in the machines. Do not buy OLD TWINE in the OLD 4-LB. BALLS.

We would like one hardware firm in every place to handle our twines. Do not place orders until you have seen the new Brands Samson and Lion in the new 5-lb. balls.

H. S. HOWLAND, SONS & CO.

TORONTO.

...GRAHAM Cut and Wire Nails are the Best...

would be deprived of a cash market for the bog iron ore existing on their own and neighboring lands.

Thirdly.—Because the operations of the furnace provide them with a profitable market for the waste hard woods, which they are compelled to clear from their lands in preparing same for agricultural pursuits.

Finally, the petition points out, that without the labor afforded by the existence of charcoal iron furnaces, they, as farmers, would be compelled, through climatic conditions, to exist for twelve months of each year upon the profits derivable from five months' work, in their ordinary agricultural pursuits,

Such a petition is surely worthy of the best consideration of the Government, for investigation will show that the interests of the farmer in the charcoal iron industry are, relatively, even greater than those of the capitalists who have invested their money in the enterprise.

The following are a few points that naturally present themselves in considering the question as to the advisability, or otherwise, of granting encouragement to the manufacture of pig iron from Canadian raw material.

1st. Is Canada naturally fitted for the enterprise of iron making? The work of the Geological Survey has amply demonstrated the existence in Nova Scotia, New Brunswick, Cape Breton, Quebec, Ontario, Manitoba and British Columbia, of almost every class of iron ore known to science, and of mineral fuel in Nova Scotia, Cape Breton and British Columbia.

Wood, hard and soft, suitable for charcoal fuel, is found everywhere throughout the Dominion, and of such quality and quantity that Canada easily ranks in natural resources with Sweden and the United States, and, with a properly developed industry, stands to secure a share of the world's trade in the highest class of charcoal iron, (for which there is an ever-increasing demand), at the same time, through this medium, securing to herself a utilization of waste material and an employment of labor of incalculable value.

The moral obligation to utilize such gifts rests upon the Government and people of Canada. The mines and forests must be opened up, either by the Government or the country, or if, as in the case of other iron producing countries, by private capital and enterprise, then, as in the case of the latter, under adequate Government encouragement and protection.

2nd. Due consideration must be given to the course pursued under like conditions by Great Britain, Belgium and the United States, the methods so successfully followed in the initial years of development in these countries being presumably good enough for Canada.

History attests that Great Britain gave 73 years efficient protection (1787 to 1860) to her iron industry. The trade returns of today show that not only has the British iron master been driven out of the Canadian and other foreign markets, but the protected iron makers of the United States and Germany are successfully invading the English market itself, the facts raising a very grave question as to whether Great Britain did not make a serious error when she abandoned the principle of protection.

The United States has already given 34 years of a strong policy of protection, and has just elected Mr. McKinley and his party to continue that course.

Germany has consistently followed the same road to success. Would it be wise for Canadians to go against all experience and precedent, and follow an untried course, instead of acknowledging the wisdom of the methods adopted by the most successful iron producing countries of the world?

3rd. The necessity of protecting Canadian labor against the lower range of wages paid to European workmen must be considered, and the equal necessity of protecting Canadian capital in the initial stages of the enterprise, against the developed industries of the United States and Great Britain, must be taken into account.

The association is indebted to Messrs. C. A. Meissner, of Londonderry, N.S., and John J. Drummond, of Radnor Forges, for the following comparative figures, showing wages paid for labor in Canada as against the rates paid in European markets:

	Blast Furnacemen, Laborers.	Coal Mining Laborers.	Iron Ore. Mining Laborers.
	Per day.	Avg. per day.	Average.
Canada	$1.20	$1.60	$1.30
Belgium.....	.58	.83	
Germany.....	.68	.68	.72
Great Britain..	1.06	1.08	
Sweden.....	.40	.65	.65

In the case of steel workers, puddlers and others, the same ratio of difference exists as between wages paid in Canada and in the countries mentioned.

(To be Continued)

PERMANENT OCCUPANCY.

The Carnegie Steel Co. has opened an office in Victoria street, Westminster, London, and announces that from its London office it is ready to make sales for the delivery of its material to any part of the world outside of America. This looks as if the recent invasion of the "markets of the world" by American steel is to be followed by permanent occupancy. Both American and German steel bars are now being used by the Welsh tin plate makers.—Engineering News.

THE PORT OF ST. JOHN, N.B.

THE St. John, N.B., correspondent of The Maritime Merchant says: "Up to the end of last week, 26 winter port steamers had cleared from this port. Ten of them went to Liverpool, seven to London, five to Glasgow, two to Dublin and two to Belfast. One for Glasgow, one for Dublin and one for London were then in port, loading. Of the 26 cargoes, the largest was valued at $166,000, the smallest at $13,000. The average value for the whole 26 was about $90,000, which gives a total value of $2,340,000. Of this total at least a third would be in American goods, such as flour from Minneapolis, meats and lard from Chicago, wheat, bran, feed, flaxseed, oatmeal, steel rods, several hundreds of cattle, and some other goods. Freight continues to pile up rapidly, and all the tracks at the C.P.R. terminus and all its sidings between here and Megantic are crowded with laden cars. Considering all the circumstances, the port has been able to handle this through business very well this winter, aud there has been much less cause for complaint than had been feared when the extension of the harbor works met with such a severe check last fall. The labor question has caused no friction this winter, and there is altogether great cause for satisfaction with the manner in which the harbor authorities, the railway and steamship people have worked together."

NEW TINNED PLATE AGREEMENT.

According to a Pittsburg despatch a move is being made by some of the tinned plate manufacturers to form a new arrangement. It is the outgrowth of disagreements in the present organization. One object of the proposed new organization is the deposing of John Jarrett, secretary of the existing association. It is represented that a central office and secretary are not needed. It is also claimed that Jarrett has openly espoused the cause of the workmen. Some of the manufacturers propose an organization which will fix prices and keep them at so low a profit basis that there will be no inducement for new firms to enter into the business.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

NEW STOCK

Closest Prices

Paints, Oils, Varnish, Window Glass, Etc., Etc.

Sanderson Pearcy & Co.

TORONTO

Bicycle Specialties

LAMPS—Search Light, Midnight Sun, M. & W., Demon, Ariclite, Citadel, Kingfisher.

SADDLES—Christy, Mesinger, Hunts.
BELLS—New Departure, Sterling.
Eclipse Cements, Oils, Lubricants.

Standard Cyclometers and Tachometers.
Pumps, Toe Clips, Handle Bars.
3 in 1, Pace Maker, R. & R., etc.

CATALOGUES NOW READY FOR DISTRIBUTION.

Caverhill, Learmont & Co. - Montreal

THE PAINT COMPANY OF CANADA.

Capacity nearly equal to that of all the other Paint Houses combined.

The Canada Paint Co. Ltd.

Manufacturers of

FINE COLORS, STAINS, VARNISHES AND PAINTS.

PROPRIETORS OF THE LEADING BRANDS OF---
Vermilions, Window Blind Greens, Oil Wood Stains, Mixed Colors and Paints, White Leads.

MANUFACTURERS OF---
Amberite Varnishes—the finest made, Decorators' and Painters' Materials, Paper Stainers' Colors, Wall Paper Colors, Lithographers' Colors and Varnishes, Artists' Tube Colors, Carriage Builders' Primers, Fillers, Triple Strength Colors for Tinting White Lead.

OWNERS OF---
Quebec Paint Lands, Graphite Mines.

AND MANUFACTURERS OF---
Canadian Magnetic Iron Oxides, Indian and Venetian Reds, all shades, Graphite Paints, Fillers and Foundry Facings.

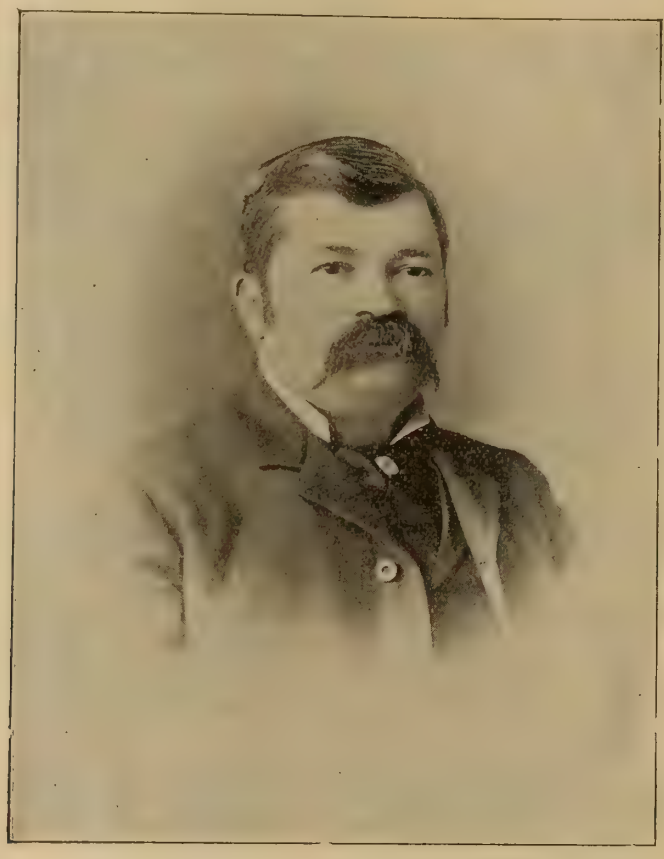
SOLE MANUFACTURERS IN CANADA OF---
Pure Paris Green (according to Government Standard), Glacial Acetic Acid, the Aird-Felch Boat Bottom Composition.

Toronto Sales Office, 90 BAY STREET *Toronto Factory, LESLIE STREET*
Branch, VICTORIA, B.C.

Head Office, 572 WILLIAM STREET MONTREAL

BRADSTREET'S NEW TORONTO OFFICES.

AS long as business is done the soul of it will be credit. And as long as credit exists ways and means of protecting the creditor will be necessary. Information is, and always will be, the chief safeguard. For a great many years the chief instruments for supplying this have been the mercantile agencies. Foremost among these is The Bradstreet Company, whose business



Mr. T. C. Irving, Superintendent.

not only now extends over the continent of America, but also over the whole world.

The Ontario branch of this concern has its headquarters in Toronto, and the offices of this branch have, within the last few weeks, been removed to more commodious and convenient quarters in the McKinnon building, Jordan and Melinda streets.

The new offices are handsomely appointed and are well situated. The general office, included in which are the superintendent's office (13.6 x 17.9), travelers' room (9 x 9.3), book-keepers' room (6 x 9.6), occupies 80 x 31 feet. In addition to this there are three rooms adjoining the south end, two of which are cloak rooms for men and women respectively, while the third is known as the file room. The business office proper runs along Jordan street for the whole depth of eighty feet. In this room are eleven windows, eight facing Jordan and three facing Melinda street. The superintendent's private office also faces Melinda street and has two large windows. This latter office is separated from the business office by a partition of quarter oak and English plate glass. All the fittings about the premises are of quarter oak.

Located in the business office are the chief clerk, clerks, reporters, corresponding clerks, mail clerks, examining clerks, stenographers, typewriters, enquiry clerks, etc.

The offices are lit with gas and electric light. Three large vaults are ranged along the eastern wall.

Bradstreet's was established in Toronto over thirty years ago, the offices being opened by Mr. Charles F. Clark, who is now the president of the company. Its first offices were in the Bank of Toronto building, Church and Wellington streets. From there they were removed to the building now the site of the executive offices of the Imperial Bank, but then occupied by the Quebec Bank. The year 1872 found them in the Royal Canadian Bank building at 27 Wellington street west. From there they moved to the Fisken building at Scott and Front streets. Fifteen years ago the offices were removed to No. 36 Front street east, the old Consolidated Bank building, where they remained until three weeks ago, when they were removed to their present site in the McKinnon building.

The concern now known as The Bradstreet Company, whose executive offices are in New York, was established in 1849 under the style of J. M. Bradstreet & Son. Subsequently it was formed into a joint stock company under the style of The J. M. Bradstreet, Son & Co., and about twenty-five years ago it became The Bradstreet Company. The company's branches are now to be found in all the chief commercial countries the world over.

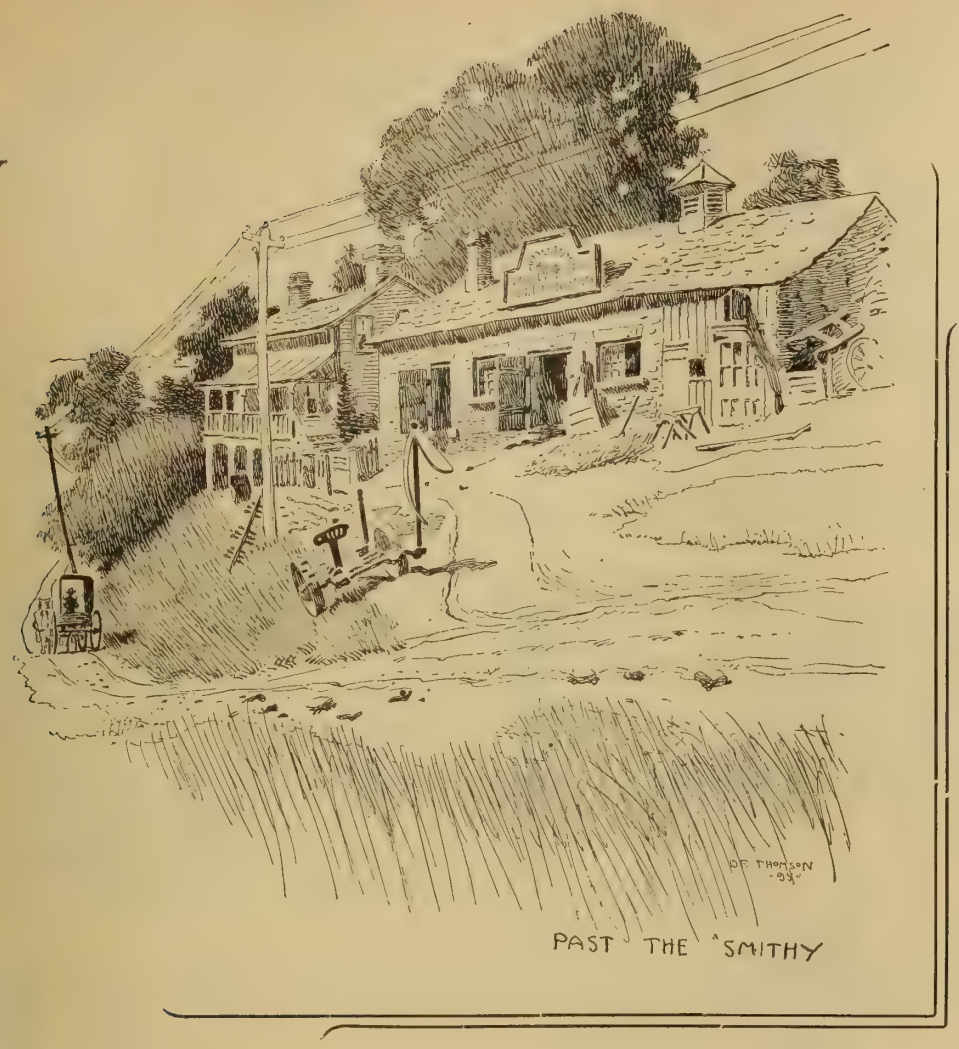
Mr. Chas. F. Clark, the president of the company, is well known in financial circles in the United States. Under his direction the Bradstreet agency has made marked progress.

Some idea of the extent and importance of the company may be gathered from the fact that last year it recorded 745,475 changes, let alone the multitude of written reports which are sent out giving the financial standing of various firms throughout the world. The last printed volume of the company contained no less than 1,164,271 firms doing business in 79,955 places.

The superintendent of the Ontario branch is Mr. Thomas C. Irving, who is one of the best-known men in Western Canada to-day. He was born in Scarboro' township in 1849, and his education was acquired in the rural schools and the Toronto Grammar School, now the Jarvis Street Collegiate Institute. After leaving the Grammar School he filled the position of assistant librarian of the Toronto Mechanics' Institute. For a time he was one of the trustees of the Collegiate Institute Board, and during the time he filled this trusteeship he was chairman of the Finance Committee. Mr. Irving entered the Toronto office of the company thirty years ago as a junior clerk, and he gradually worked his way up through various positions until about twelve years ago he was appointed superintendent.

THE PRODUCTION OF CANADA.

There is on the market a new register; we do not say "cash register," because that would not properly convey to the mind what this machine is. It is a "cash" and "credit" register, a machine built on new lines, and something which is calculated not only as a receptacle for cash, but with which a record can be made of every transaction that takes place in a store. It gives to the user a perfect system of doing business; it is simple in operation and complete in every respect. It was created and constructed wholly in Canada, and is being manufactured by The Capital Cash Register Co. at Ottawa, Ont., whose advertisement appears in this issue. The company invites correspondence.



What is it going to be?

A FULL PAGE or a half page advertisement in the Special Edition of HARDWARE AND METAL to be issued about April 1st?

Regular advertisers will surely use full pages in one or more colors.

Our representatives will call on you or we will write you. In the meantime you might give us an idea what space you will require. Advertisements written and designed without charge. Address Toronto or Montreal Offices.

HARDWARE HOCKEY CHAMPIONSHIP.

The championship of the hardware trade was decided on Thursday, 4th inst., when teams from Frothingham & Workman and Caverhill, Learmont & Co., met in Prince Arthur Rink, Montreal. The game was the best that has ever been played in the hardware line, both teams being fast. When time was called the score stood 5 to 0 in favor of Caverhill, Learmont & Co.'s team, which was a complete surprise to F. & W.'s friends. The stars of C., L. & Co.'s team were Bremner, Newman and McKeown, while Monk and Warren played a good game for F. & W. The teams were as follows :

C. L. & Co.		F. & W.
Bremner	Goal	Morris.
Botterell	Point	Davis.
Newman	Cover	Eadie.
Jordon	Forward	Carmichael.
Breigel	do.	Warren.
McKeown	do.	McMahon.
Davidson (Capt.)	do.	Monk (Capt.)
C. Chipchase	Umpire	M. J. Polan.

Referee—Frank Stevens, Shamrocks.

SHERBROOKE TRADE NOTES.

Windsor has had a large conflagration. Among the merchants suffering are: Messrs. J. Bowles, M. Bowles, B. Quinn, Woodburn and Milette. The insurance in most cases was amicably settled, which will enable the merchants to resume business immediately.

We notice Messrs. Heney & Co. have gone into the bicycle business. Mr. Irwin, their representative, is looking for his boxes.

J. S. Mitchell & Co. are handling the M. & W. bicycle lamp, which is a thing of beauty and a light forever.

Can you not get the tariff question settled, as, notwithstanding "Wanderer's" remarks, the uncertainty is killing business.

Mr. Burke, of New York, manager of the Sherbrooke Street Railway Co., has arrived in town. He is about to break ground at once and push the work forward to completion at as early a date as possible. When completed the system will extend to Lennoxville, and it is expected that cars will be running over the whole line before the first of Augnst.

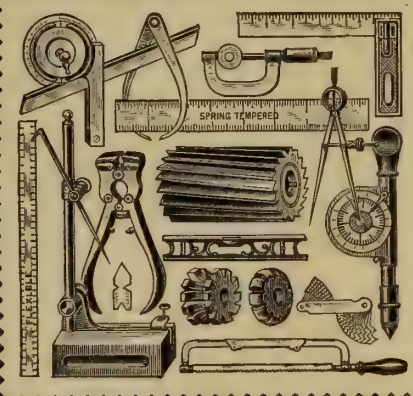
TO PUSH CYCLES IN EUROPE.

Mr. Fred I. Johnson, the head and manager of the Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass., left on Saturday's steamer for Europe. His trip a couple of months ago was productive of considerable business, and he goes abroad this time with promises of greatly increased chances for success. The excellent construction of the Iver Johnson cycles meets the with approval of the English trade as well as that of Germany and the North.

HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO., Worcester, Mass.** Catalogue on application.

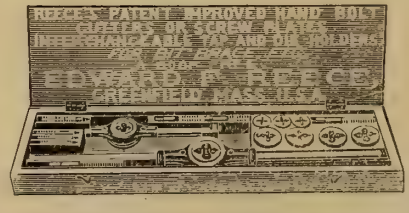
CLOCK AND TOY MOVEMENTS
Cyclometers
Brass Models, Door Bells and Burglar Alarms
SEND FOR CATALOGUE
THE STAR MANUFACTURING CO.
New Haven, Conn.

STARRETT'S



FINE TOOLS
98 Page Catalogue Free.
THE L. S. STARRETT CO. Box 5
ATHOL, MASS., U.S.A.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



PATENTS
PROMPTLY SECURED
Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
MARION & MARION, EXPERTS,
Temple Building, 185 St. James Street, Montreal.
The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively
Mention this paper.

TO A BEGINNER IN BUSINESS.

A word to the young man preparing to open a store of his own : When you get ready to tell the public what you are going to do, tell the public what you are going to do. Use plenty of advertising space to tell your story well and thoroughly, but tell it simply. Don't whoop. Don't turn verbal flip-flaps. Don't make a jumping-jack of the English language. Don't tear your hair and froth at the mouth.

Just get down to business and tell people, in short, simple words, all about your new store and your new goods. Act like a solid business man, not like a fly-by-night fakir. The man who merely jumps up and down might as well stand still. "Soft and fair goes far in a day."

Work up a good solid business by solid business methods. Coax, and wheedle and suggest, and argue—don't try to yank trade in by the hair. As Bill Nye once sagely observed : "When you want to kiss a girl, don't grab for it. Take your time—it's there."

DISCOVERED BY ACCIDENT.

A curious thing happened in a certain importing house of this city several years ago. The firm had run out of a certain blank form, which they used as a guide for the shippers, bookkeepers, etc., and in order to enable the printer to furnish a fac-simile, a sample was given him from an old file, with the request that it be returned. When the blank forms were delivered, the printer returned the "copy," and the clerk who received it was about to replace it on the file when he noticed that the check of the billing clerk was missing from the form. The goods described in the form were of the value of several hundred dollars, and according to the hieroglyphics in pencil and writing ink, they must have been delivered, even if not charged for, several months previously. An investigation confirmed the suspicion which the absence of the billing check had aroused, and the necessary steps were taken to collect the amount due the firm on the original transaction. It was a bare accident that discovered the error, and if such things are liable to happen in houses where system is well nigh perfect, what must be the losses in the slackly conducted businesses, such as some of the retail grocers control?—Merchants' Review.

ALL HANDS AT THE PUMPS.

The rain fell and the floods came. Out at Brampton they have had the floods during the past week. On Thursday Peaker & Son, hardware merchants of that town, telephoned to Toronto that five feet of water was in their cellar and that all hands were at the pumps.

Established 1860. Incorporated 1895.

EUREKA STEEL SAP SPILES

We know that Eureka Sap Spiles are the best, because :—They hang the bucket closer to the tree. They prevent bucket swinging in the wind. Buckets can be covered, keeping out leaves, dirt and spiders. Sap runs longer. Spiles will neither break in, nor rust the tree. Packed 100 in box, nicer to stock, easier to handle.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

SPRING TEMPERED FRAMES

Wolff-American Cycles

High Art

REPRESENTATIVES

Are built in eight heights.

Undergo a secret tempering process.

DORKEN BROS. & CO. - Montreal

Phoenix Bicycles

Are strictly high grade and up to date. **Write for Catalogue** and examine the new features in Cranks and Bearings. **We want good, live agents** in every town where not already represented.

M. & L. Samuel, Benjamin & Co.

Wholesale Agents, 26, 28, 30 Front St. W.,

TORONTO

Manufactured by . . .
STOVER BICYCLE CO., FREEPORT, ILL.

MARKETS AND MARKET NOTES

OUEBEC MARKETS.

MONTREAL, March 12, 1897.

HARDWARE.

BUSINESS in hardware continues to move along very slowly, and jobbers here complain that the volume is less than it was at the same time last year. No important changes in values are noted since the reduction in bolts noted last week. Wire, both barbed and plain, is extremely quiet, and the same can be said of wire nails, while the lower price in cut nails fails to induce any marked improvement in the latter. Horse nails and horseshoes furnish a small movement, while screws, bolts, etc., are dull. Cordage is quiet, but there is some enquiry for spades and shovels. Other lines are quiet.

BARBED WIRE.—Continues dull. We quote: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f. o. b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

FENCE WIRE—There is little demand for fence wire. Discounts are: 25 per cent. off the list 4 months or 3 per cent., freight prepaid, on lots of 1,000 lbs. where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—The discount on coppered spring wire, etc., is unchanged and enquiry is moderate at 25 per cent. discount.

WIRE NAILS—There has been little change for the better in the demand for these. Discounts are: 80 and 2½ off f.o.b. Montreal, in this province, and 80 off in Ontario, with delivery of 10-keg lots where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—The decline in price still fails to affect the demand. We quote: $2.15 per keg f.o.b. Montreal for Quebec, with delivery of 10-keg lots in Ontario, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Demand is fair for horse nails and discounts unchanged at 50 per cent.

HORSESHOES—A fair number of small-sized orders were noted this week. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25 assorted, $5; steel toe weights, $5.50.

SCREWS — There is a fair demand for these in a small way. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Small lots are moving at 10 to 12½ per cent. discount.

BOLTS, ETC.—The changes in carriage bolts have not affected the demand to any extent. Discounts are now: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

IRON RIVETS — Quiet. We quote discounts at 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs; tinned iron rivets, 65 and 5.

COPPER RIVETS — Are steady at 50 per cent.

WASHERS—Remain as before, at 55 per cent.

CORDAGE — Continues dull. We quote sisal at 6¾ to 7c. for 7-16 and upwards and manilla at 8¼ to 8¾c. for 7-16 and upwards, and 8¾ to 9¼c. for the smaller sizes.

CHURNS—Are moving out in a small way at the current discounts.

SPADES AND SHOVELS— There is a moderate enquiry for these, discounts being 45 per cent.

AXES—Continue quiet at $5 to $9 per box as to brand.

BUILDING PAPER—Only a small business doing. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—There is a moderate enquiry for leather belting at former prices.

WARE—Enquiry in tinware is largely for sugar-makers' furnishings, but there are a few orders also for enamelled and granite ware.

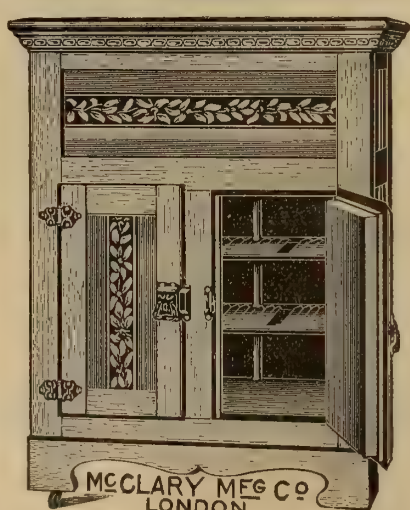
CEMENT—Business in cement continues quiet, demand being exceedingly light. Stocks are not large, but are quite ample to fill requirements between now and the first arrivals this spring. We quote English brands at $2.05 to $2.15, and Belgian at $1.90 to $2 per bbl., ex store.

FIREBRICKS—The demand for firebricks is fair in small lots, and prices rule steady at $17.50 to $22.50 per 1,000, as to brand.

METALS.

There has been no important change in the situation of the many iron or metal markets during the past week. The firm feeling already noticed in Canada and terne plates

Refrigerators { That keep things cool



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Made of **Hardwood** with odorless wood inside lining, perfectly put together with tongue and grove, and practically air-tight.

Charcoal Sheathing between outer and inner casings.

Zinc Lined, Perfect Ventilation.

The circulation makes the **Air Pure and Cold and Saves Ice.**

Artistically Carved and finished **Antique.**

Locks and Hinges finished Antique Copper.

Galvanized Steel Ice Racks and Shelves.

Castors will not drop out when moving refrigerator.

Before Buying { Write for Catalogue and Prices.

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SITUATION VACANT.

WANTED.—HARDWARE CLERK, MUST BE good salesman, stock-keeper; courteous, good address and a teetotaller.—Apply, stating salary, age, experience, references, etc., to J. W. Smith, Regina. (11)

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Sold by all Jobbers.

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Would a manufacturer of Electric Motors for elevators kindly correspond with this office as we have an enquiry from a probable purchaser? Address,
Canadian Hardware and Metal,
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Best Canadian and Scotch brands
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Large quantities to arrive on first steamers.
OUR PRICES ARE LOW.
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PLATE GLASS
From the celebrated
FRENCH
Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.
For sale only by
THE
Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO, MONTREAL, LONDON, OTTAWA
British and Belgian Plate Glass also in stock.

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FISHING TACKLE, LACROSSES, FOOTBALLS, BASE BAGS, PUNCHING BALLS, TENNIS, BOXING GLOVES, Etc. Our TACKLE stock is the finest in the Province, and we pay special attention to Mail Orders. Send for Catalogue B.
The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

continues, and although no further change in prices has taken place, they have a hardening tendency.

PIG IRON—The demand for pig iron is of a limited character, and trade on the whole is slow at steady prices. We quote: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No.2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—There is no change in bar iron, prices being still quoted at $1.50 to $1.55.

BAND IRON—The feeling is steady and trade quiet at $1.75.

HOOP IRON—This article is unchanged at $2.25.

SHEET STEEL—Sales are slow and values steady at $2.60 to $2.70.

SHEET IRON—Trade is chiefly in small lots at $2.50.

GALVANIZED IRON—The demand is limited from stock and no important transactions have as yet taken place for future delivery. We quote $4.75 to $5.

TINNED IRON—The market rules quiet and steady on the basis of $5.50 up to 20 gauge.

LEAD PIPE—Demand light and only for small lots at 7 to 7½c., with 30 and 5 off.

PIG LEAD—Moves slow and unchanged at $3.75.

INGOT TIN—Quiet and steady at 16 to 16½c.

INGOT COPPER—Continues firm with a small movement at 12 to 13c.

SHEET COPPER — Offerings small and values firmly held at 17½ to 18c.

IRON PIPE—Trade was very quiet. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE — There is still a very firm feeling in Canada plate, and small lots have changed hands at $2.60 to $2.65.

TIN PLATE — Values are firmly held under a fair demand. We quote: Coke, I.C., $3.25 to $3.45; charcoal, I.C., Alloway, $3.45; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do, I.X,, $4.50.

COIL CHAIN — There is nothing new to note in this article.

BOILER PLATE — Demand exceedingly slow at $1.90 to $2.

TERNE PLATE — Prices are firmly held, and the very inside figure holders will now accept is $6.25.

SOLDER — Demand slow and prices unsettled at 10½ to 11c.

SHEET ZINC — Unchanged and quiet at $5 to $5.25.

W. G. HARRIS
Wholesale Buyer
. . of . .
SCRAP
BRASS, COPPER, ZINC, LEAD, IRON
William Street, Toronto.
Reference:
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NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
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A . . . Varnish
That is good and reliable every time is what many a dealer is looking for.
PERFECTO VARNISH
Will give you satisfaction—comfort—profit—every time.
Sold in ten gallon cases. Assorted pints to gallons $2.25 per gallon. Made by
THE SHERWIN-WILLIAMS CO.
Cleveland
Chicago
New York
Montreal
WALTER H. COTTINGHAM,
Man. Director Canadian Dept.

SPELTER — The movement is small at $4 to $4.70.

ANTIMONY—Quiet and steady at 10c.

SCRAP IRON—There have been no sales made, and prices remain nominal.

GLASS.

The firm tone abroad continues, but it is not reflected by any change in this market. Demand is fair on the whole. We quote: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

The demand for white lead, paints, and varnishes continue to be fairly good for the season, though a large proportion of the orders booked are waiting the pleasure of the railway companies in the matter of summer freights. White lead continues firm in price in sympathy with all lead products. Zinc oxide is scarce and somewhat higher. Linseed continues weak and a further decline of 1c. per gallon has to be reported. Turpentine retains its firmness with the prospect of some advance. Ready mixed and other outdoor paints are in good demand.

WHITE LEAD—We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—We repeat last week's quotations: 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—The market is firm and prices are well maintained, and the demand is good.

PUTTY—Without alteration. Best brands, bulk, $1.75, and bladder, $1.90.

GUM SHELLAC—With lower forward quotations, for spring importation, prices are weak and may be quoted at 27 to 28c. for pale orange.

PARIS GREEN—Less active, but without change in prices.

LINSEED OIL — English and American markets show continued weakness and the prices may again be marked down 1c. viz.: raw, 44c.; boiled, 47c. per gallon; 5-barrel lots 1c. per gallon less.

TURPENTINE—Very firm at last week's quotation, viz.: 44c. in single barrels and 43c. for 5-barrel lots.

VARNISHES—In good demand, both for the manufacturing and jobbing trade.

SEAL OIL—Steady at 48 to 50c. for steam refined, and 40c. for straw seal.

CASTOR OIL—Dull and unchanged at 8½ to 9c.

NAVAL STORES — Quiet. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

The market for heavy chemicals shows little change. We quote: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50; glycerine, per lb., 22 to 25c.

HIDES.

Continue quiet. We quote beef hides unchanged at 7, 6 and 5c.; lambskins at 90c. and calfskins at 7c. for No. 1, and 5c. for No. 2.

PETROLEUM.

Demand active and prices steady at 15½c. for car lots of Canadian refined; smaller lots, 16½c.

COAL.

Business up to the average and prices unchanged. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4 per ton of 2,000 lbs.

ASHES.

The market is quiet and steady. We quote: First pots, $3.35 to $3.40; seconds, $3.05, and pearls, $4.50.

MONTREAL NOTES.

There has been a further decline in linseed oil of 1c. per gallon owing to continued easiness abroad.

All dealers in heavy material are anxious for an announcement from the railway companies when summer freight rates will take effect.

ONTARIO MARKETS.

TORONTO, March 12, 1897.

HARDWARE.

BUSINESS is gradually becoming more active, orders being of a more varied assortment. This refers particularly to shelf hardware, although trade in heavy hardware and tinware shows increased briskness. Barb wire is improving a little, but the volume of business is still light. Orders for wire nails are a little more numerous than they were. An increased demand is to be noted for brass and copper wire. Bolts are in fair demand. An active demand is being experienced for spades and shovels. Building paper is a little more active than it was. The demand for plumbers' supplies continues to increase.

BARB WIRE—Quite a few orders for barb wire have been received during the past week, although the quantities wanted are small. We quote as follows: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c extra will be charged Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—A slight improvement is to be noted in the demand for oiled and annealed and galvanized wire. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.— The usual quantity of bright wire for tinners' use has been moving. Coppered iron and coppered spring wire are only in moderate demand. We quote: Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS—A slight improvement is to be noted, orders during the past week having been more numerous. Discounts, 80 per cent. Ontario, with 10-keg lots delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 and 10 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f.o.b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—Orders have been a little more numerous during the past week. Base price $2.15 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The demand continues fair, with the discounts unchanged at 50 per cent.

HORSESHOES — Trade has been more active during the past week. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—A good business is being done, the demand having improved during the past week. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—An increased demand for both kinds has been experienced

during the past week. Discounts, 10 to 12½ per cent.

BOLTS—A fair trade is being done, particularly in carriage bolts. Discounts are now: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS AND BURRS—Trade in rivets is fair. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—Business is much about the same as a week ago, no further improvement having taken place. We quote: Sisal, 7-16 in. and larger, 6⅜c.; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—A few shipments have been made during the past week. Discounts: 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—While the quantities are not very large, quite a few orders have been received at the advanced price. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS — Spades and shovels are in active demand. An increased business is to be noted in draining and ditching tools. Discount, 45 per cent.

MECHANICS' TOOLS — The demand this season for saws, chisels, hammers, files, oil stones and other lines of carpenters' tools, is much larger than for some time past.

AXES — Quiet at $5.25 to $9 per box.

BUILDING PAPER — Orders have been a little better during the past week, chiefly for plain building and tarred lining. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Business is without special feature. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—Granite ware of the different qualities has been moving more freely. Sap buckets, creamery and milk can trimmings are going out freely, but other kinds of tinware are quiet.

PLUMBERS' SUPPLIES — The slight improvement noted a week ago has been maintained, particularly on country account.

HINGES—Trade is moderate. Discount on T and strap, 70 per cent.

CEMENT — Quiet and unchanged. We quote in car lots: Canadian Portland, $2.30; English do., $2.50; Belgian do., $2.25; Canadian hydraulic cements, $1.10.

METALS.

Business is assuming a little more activity, although pig iron seems to be in much the same condition as before. The lines which show increased activity are black iron, galvanized iron, pig lead, ingot tin, tin plates, etc.

PIG IRON—There is nothing locally of interest to note, and the outside markets are much as before.

BAR IRON — The slight improvement noted a week ago has been about maintained. The base price, f.o.b. factory, is $1.40 to $1.45, and from stock $1.55 to $1.60.

HOOP AND BAND IRON—Trade has improved a little during the past week. We quote $2.25 per 100 lbs.

SHEET STEEL—Trade has been steady during the past week, but no large quantities appear to have gone out. We quote as follows: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—Trade has been brisk, due, to a great extent, to the demand for sap pans. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

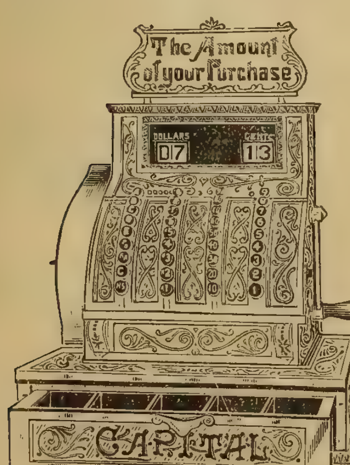
GALVANIZED IRON—The price of "Gordon Crown" brand has been reduced ¼c. per lb. in order to meet the competition of American galvanized iron. "Queen's Head" is unchanged, although it will probably not long remain so. We now quote: Gordon Crown, 28 gauge, 4¼c.; 26 gauge, $4; 22 to 24 gauge, 3¾c. per lb. in case lots; American, 28 gauge, $3.60; 26 gauge, $3.20; 22-24 gauge, $3; Queen's Head, 16 gauge, 4⅝c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

TINNED IRON—Trade is much the same as a week ago. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS — The demand is fairly good. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Orders are still small. Discounts, 60 and 5 per cent.

PIG LEAD—Trade has been a little better this week, although no round lots are re-



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The Capital Cash Register Co., Ltd.

OTTAWA, CAN.

ported to have changed hands. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER — Still quiet. We quote large lots at 12⅝c. and small lots at 12⅞c.

INGOT TIN — Business has been brisk during the past week. We quote: 16¼ to 16½c. For large quantities these figures can be shaded.

SHEATHING COPPER—Outside of a demand for roofing and braziers' copper there is not a great deal doing. We quote; Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE—A few large lots have changed hands, and in general trade is steady. We quote: ¼-inch, 60 and 5 per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 50 per cent.; ¾ to 2 inch, 50 and 5 to 50 and 10 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — There have been a few of these moving. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Dull and unchanged. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—The demand has been brisk. Stocks are rather low in some sizes of charcoal; 20 x 28 has been in strong demand. We quote: Cokes, $3.15 for 14 x 20 and $6.25 for 20 x 28; charcoal plates, $3.50 basis for good brands.

COIL CHAIN—A few large orders were received this week, but in general trade remains on the quiet side. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES—Trade is quiet and featureless. We quote: I C, $6; I X, $8.

SHEET ZINC — Demand is fair. We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Still quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—The demand is good and principally for the standard half-and-half. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

Shipments of window glass from stocks are limited indeed, but import orders are still being booked. We quote from stock: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

EFFICIENT
DURABLE
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NICHOLSON FILE CO.
Providence, R.I., U.S.A.

OLD MATERIAL.

Trade is picking up. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs.

PAINTS AND OILS.

The few warm days have given a stimulus to paints, oils and varnishes, especially in the south-western peninsula of this province. White lead and liquid paints seem to be moving pretty freely, and as stocks in the the hands of the country merchants are not heavy a fair movement is looked for from this time forward. In dry colors, golden ochres and ultramarine blue seem to be called for, and the spring "cleaning up" is creating a demand for kalsomine and wall coatings. Paris green is still quiet, and will probably remain so until next month, when, in all probability, there will be a better demand, and probably at firmer rates. With a brighter prospect in the United States, varnish gums are hardening, and good clean parcels of copal and kauri gum find a ready sale amongst the manufacturers of high-grade varnishes. Enamels and stains are without change. Triple strength tinting colors, oxides and graphite specialties are steady and some good shipments are being made. Dry zinc is scarce and firmly held by those who are fortunate enough to carry stock.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; 10 to 20 barrels, 44½c. Boiled, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c., 10 to 20 barrels, 47½c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE — We quote as follows: 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; 10 to 15 barrels, 44c.: freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 9c. per lb. and 9½c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

SEEDS.

Trade continues dull and prices nominally unchanged. Alsike is quoted at $3 to $4 per bushel f o.b. at outside points for good to choice; timothy, $1.25 to $1.40 at outside points for machine threshed, and bright unhulled at $1.75 to $2; red clover, $4.40 to $4.80 for prime to choice.

PETROLEUM.

There is no change to note. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Continue firm, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5 to 6c. for No. 2. Sheep and lambskins, $1 to $1.15.

WOOL—The market is dull and prices unchanged. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

H. S. Howland, Sons & Co. report a brisk demand for poultry netting.

The realty of the St. John Bolt & Nut

METAL BUILDING FRONTS

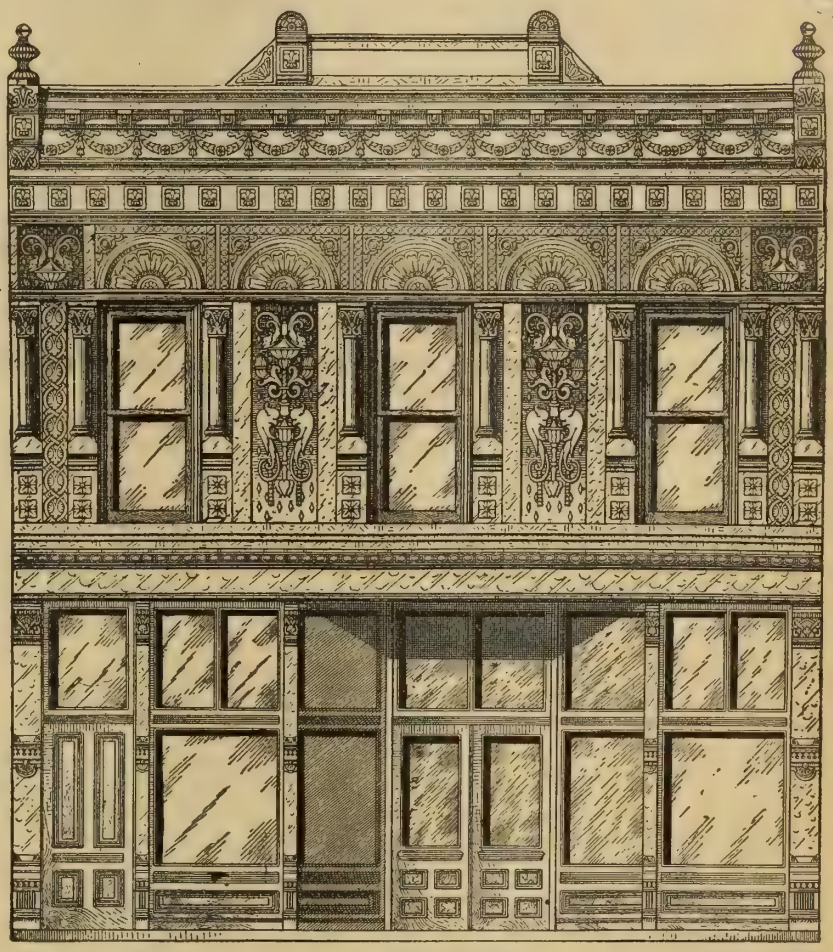
Manufactured from

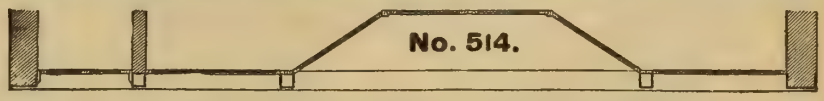
ALUMINIUM OR GALVANIZED STEEL

RETURNED
JUL 17 1897

We manufacture and ship these Fronts

All Ready To Apply To Building





30 feet wide, 2 Storey. Price, $385.00
30 feet wide, 3 Storey. Price, $461.00

Discount

This front consists of the following articles :—Cast Iron Sill Course, Steel Columns, all Show Sash, Transoms, Doors, Store Door Posts, Transom Bars, and Second Storey Sash and Frames, of white pine lumber, all Glass of double strength ; and Galvanized Iron (or Aluminium) above First Storey Columns.

. . . ONE HUNDRED STYLES . . .

Special Catalogue and Trade Discounts sent on application. Manufactured only by

THE PEDLAR METAL ROOFING CO.

J. H. ASHDOWN,
Agent for Territories.

Head Office and Works:
OSHAWA, ONT.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for cata'ogue and prices.

Works, St. John, N.B., is advertised for sale by tender.

H. S. Howland, Sons & Co. announce that their stock of Butler's, Wostenholm's and Elliot's cutlery is complete.

The circular saw manufacturing business is opening up well this spring. The James Robertson Co., Ltd., Toronto, are unusually busy in this line, particularly in large circular saws. They have the contract for fitting up three mills, two of which are new.

UNITED STATES MARKET.

New York, March 12, 1897.

Pig Tin—There were further arrivals of 100 tons, making a total of 550 tons landed thus far this month. What was not sold previous to arrival went into strong hands, and the market, therefore, is without the influence of pressure to sell. Business was slow, however, and the demand tame. In the absence of more cheering London advices values, therefore, merely held steady at 13.45c. cash and 13.50c. f.o.b. for round lots, spot delivery. There was superficial evidence of some effort to depress quotations in quarters where tin is not overplentiful, but the outcome was measurable.

Copper—Buyers generally are still surprisingly indifferent or backward, and the market, therefore, remains in statu quo, since sellers make no new move calculated to expedite business. There is, in fact, practically the same standoff that has been the one feature of the market for some time past. Lake Superior ingot was more easily obtained and in somewhat larger quantity than heretofore at 11⅞c. although the nominal price stands at 12c. Electrolytic is variable, as to shape, at 11⅜ to 11¾c. and 11¼ to 11½c. covers the range on casting stock.

Pig Lead—Operations were moderate in this quarter, and western advices lacked real spirit. Still, nothing in the nature of anxiety to sell was manifested, except by small speculative holders, and the undertone of the market showed quite as much firmness as it has of late. In any event, smelters held at the basis of 3.45c. here for shipments, and offered indifferently, although 3.40 to 3.42½c. would have purchased spot stock. London cable quoted £11 11s. 3d. for soft Spanish.

Spelter—Moderate business and slow demand are still the rule in this quarter. Some purchases were made at 3.85c. in St. Louis, but that rate was considered very low. About 4.10 to 4.20c., as to brand, is now asked for delivery here or at common point. London cable quoted £17 8s. 9d. for good merchant brands.

Antimony—Jobbing business at steady prices covers all there is to report. Regulus quoted at 7¼ to 7½c. for Cookson's; 6¾ to 7c. for Hallett's, and 6¾ to 6⅞c. for Japanese.

Tin Plate—There is no improvement in business, outside of small jobbing distribution, and the market still shows rather weak tone, without, however, positive change in prices.

Iron and Steel—Pig iron business in this quarter is only fair and interior reports are rather tame also. Prices are not quotably lower, but rather weak. Indications are not wanting that the example would be followed of a prominent Virginia producer that recently cut nominal prices 50c. to secure an order for 3,000 tons from a consumer.

AN IMPROVED LIQUID GLUE.

A German pharmaceutical chemist — Ernest E. Eduard Martens, of Neustadt, Holstein—has, according to an English paper, patented a preparation of liquid glue for joiners, upholsterers, etc., the object being to provide a strongly adhesive glue that will not be injurious to health. The process consists in dissolving ordinary glue in water, with the addition of sodium salicylate or of one of the compounds of the derivatives of the benzol group. One hundred parts by weight of the very best glue made from leather parings are placed in a suitable vessel and allowed to soften in 150 parts of water, after which ten parts in weight of sodium salicylate are added, the mixture being heated in a water bath until the solid part is thoroughly dissolved. To preserve glue thus prepared, which remains liquid, one gramme of oil of cloves is added to each kilogramme of glue. This solution, diluted with water, forms a cheap substitute for gum, and can be used for all household purposes. The advantages claimed for this glue are that it does not require to be heated for use, and is entirely free from the objectionable smell of glue.

BLUE ROCKS BLUE ROCKS BLUE ROCKS

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & Co.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

We make a specialty of . . .

• High-Grade •

Bar Iron

REFINED and NORWAY

THE

Guelph Norway Iron & Steel Co., Ltd.

Rolling Mills, GUELPH

Blue Flame Oil Stoves and Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

THE HAMILTON HARDWARE CO., Ltd., Hamilton, Ont.

YOU WILL FIND THAT THESE LINES SELL THEMSELVES . . . . .

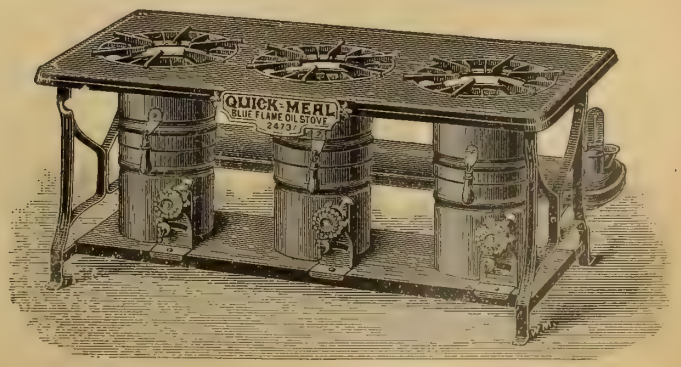
Their unrivalled excellence is so well known, and their good points so easily appreciated at first glance, that

QUICK MEAL GASOLINE AND BLUE FLAME OIL STOVES

Are popular favorites everywhere. Remember that we are sole agents in Canada for these famous stoves, and for your own sake, don't place orders without seeing our catalogue and price list, which we will be happy to send on application.

The Gurney Foundry Co. Ltd., Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL.



With 1, 2 or 3 Burners with high or low Table.

Plumber and Steam-Fitter

A SPECIAL meeting of the Master Plumbers' Association of Toronto was held on Friday night. The principal item of business was the preparation for the manufacturers and supply houses of a list of master plumbers and steam-fitters in the city. This is in accordance with the agreement recently signed by the manufacturers and jobbers on the one hand and the Master Plumbers' Association on the other. About two-thirds of the names appended were members of the association.

"The agreement with the manufacturers and supply houses is working admirably," remarked an official of the Master Plumbers' Association on Thursday. "I believe they are faithfully keeping it."

The master plumbers of St. Catharines have fallen into line in the association movement. They organized a couple of weeks ago, with Mr. Chatfield, of Chatfield & Co., as president.

The time limit during which master plumbers will be admitted to the Toronto Association at $3 initiation fee expires April 1. After that date the rate will be at least $10, and probably $25.

The new workshop of W. J. Burroughes & Co., at 15 Adelaide street, east, Toronto, is an ideal one for a master plumber and steam-fitter. It is 75 x 30 feet, has a concrete floor and is conveniently fitted up. The office and sample room is 18 x 40 feet.

The Keith & Fitzsimons Co., Ltd., have the plumbing and gas-fitting contract for the new Baptist church which is to be built in Tecumseh street, Toronto.

NEW AUTOMATIC URINAL.

The following is a copy of a circular which the James Robertson Co., Ltd., is sending out to the trade, and explains itself:

We have just added to our plumbing show-room an automatic urinal, which we consider the most sanitary, most economical and most simple appliance of its kind ever introduced in this country.

Firstly. The most sanitary, because it flushes immediately it is used, the pressure of water going into trap forcing air through air-pipe connected with syphon valve in tank, causing valve to raise and discharge contents (about two gallons) to flush urinal.

Secondly. The most economical, because the water is used only when necessary, which is enough to ensure all the purposes of hygiene, as it does it thoroughly, and at the same time saves a vast quantity of water that is used in other combinations of the kind. This in itself is a point well worthy consideration.

Thirdly. The most simple, because there is no chain to pull, no regulating of flush. It is purely a self-acting device, without any mechanical parts to get out of order, and operates solely in accordance with a fundamental principle of hydrostatics, at the same time guaranteeing perfect sanitation.

We have the combination under water pressure here, and will be most pleased to receive a call from you to inspect it at any time.

CHATHAM AND WINDSOR PLUMBERS.

Secretary Hughes, of the National Plumbers' Association of Canada, received the papers last Friday showing that the master plumbers of Windsor, Ont., and Chatham had organized a branch of the association for their district. The local officers for the new branch are :

President, Geo. Christie.

First vice-president, R. Padden.

Second vice-president, H. Meadows.

Master-at-arms, Jas. Purser.

Secretary and treasurer, Jas. Pennington.

Delegates to convention, Messrs. Brian, Leroux, Squires, and Watt.

Secretary Hughes has also been notified that the master plumbers of Winnipeg, Man., and Stratford, Ont., are organizing branches, having applied for and received the necessary authorization to do so.

THE PLUMBERS DINE.

That the plumbers of Montreal are a fraternal, pleasant set of gentlemen was very much in evidence at the Richelieu Hotel on the occasion of the annual banquet of the Master Plumbers' Association of Montreal last Thursday. About 100 plumbers and their guests did full justice to the good things on the bill of fare provided. The president of the association, Mr. P. J. Carroll, occupied the chair, having on his right the Acting Mayor, Ald. Dupre, Ald. Beausoleil and Jacques, Messrs. T. Collins, of the Standard Manufacturing Co., F. Martineau, M.L.A., and A. A. DuMond; and on his left, Mr. J. Lamarche, president of the National Association, Ald. Grothe, Messrs. Hy. McLaren, Col. F. Massey, and L. A. Mongenais. The toasts of Her Majesty and the Governor-General having been drunk with the usual honors, Mr. Carroll arose and in a most pleasing speech proposed the toast of "The National Association of Canada" and called on the president to respond. Mr. Lamarche, in a very happy speech, spoke of the good the association was doing, the benefits derived from being united for mutual protection, the necessity for maintaining the good feeling at present existing between the wholesale men and themselves, and the cultivation of a feeling among the journeymen that the interests of the master plumbers were theirs; he also referred to the position of the plumber with the public, their calling being the one supplying the prevention, and the profession of the doctor furnishing the cure to those that did not take the former. Everybody knew the relative value of these, a case of sixteen to one.

"The Corporation of Montreal" was proposed by Mr. Joseph Thibault, and responded to by Acting-Mayor Dupre, Ald. Beausoleil, Jacques and Grothe.

"Our Guests" was proposed by Mr. W. A. Stephenson, and responded to by Messrs. Hy. McLaren, of the Toronto Radiator Co.; Col. Massey, of Gurney-Massey Co.; Alex. A Robertson, of the James Robertson Co.; Wm. Robertson, of Warden King & Son; J. H. Wynne, of H. R. Ives & Co.; L. A. Mongenais, of the Star Iron Co.

"Our Absent Friends" was proposed by Mr. W. M. Briggs in his usual happy manner, and Mr. E. C. Mount responded.

"The Ladies," in the hands of Mr. J. W. Harris, received much merited praise, and the response of Mr. John Watson was pleasant and witty.

During the evening Messrs. Briggs, Watson, Giroux and Wynne entertained with

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods

Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

.. ISLAND CITY ..

Paint and Varnish Works

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

capitally rendered songs. Altogether the evening was one of the most enjoyable events of the season, and much praise must he given to the committee in charge, Mr. Martin, chairman, and Mr. Denman, secretary. The thanks of the boys are also due to their worthy president, Mr. Carroll, who, during the whole evening, endeavored to make everything as pleasant for everybody as possible, and as a presiding officer he was unanimously voted a success.

PLUMBING NOTE.

The stock of Reilly & Son, plumbers, Halifax, has been sold to Day & Kinsman.

COMPOSITION OF ASPHALT.

IN the August number of The Imperial Institute Journal for 1896 there appeared a notice of a fine sample of asphaltum or glance pitch, which is to be seen in the galleries of the institute. It was obtained from Barbados, where the working of a valuable deposit of this substance has just been started. The great Pitch Lake of Trinidad, said to be over three miles in circumference, is probably one of the best known sources of the raw material, but large quantities are also found in Central and South America and in parts of Europe and Asia, so that it is of widespread occurrence. Rocks, more or less impregnated with bitumen, exist in various parts of the United Kingdom and of mid-Europe. Raw asphalt is refined by heating it at a temperature of about 450° F. In this process the coarser mineral particles drop to the bottom, the upper layer becomes of a uniform quality, and the more volatile constituents, which would escape during the weathering of the mauufactured product, and leave a brittle surface behind, are removed. The resulting bitumen may require the addition of residuum oils to render it plastic and durable. Asphalt has come very largely into use for paving, especially in American towns and cities, so that it is now a substance of considerable interest to technical chemists. In a paper read by Dr. H. Endmann in November of last year, before the New York section of the Society of Chemical Industry (Journ. Soc. Chem. Ind., Dec., '96, p. 871), the usual methods of examination were criticised and a more scientific method proposed. The earliest work on the subject dates from nearly the beginning of the century. Boussingault showed that asphalt was made up of a volatile and distillable portion consisting of hydrocarbons, which portion he called petrolene, and a non-volatile portion containing carbon, hydrogen and oxygen, which he named asphaltene. Later workers have, for the most part, accepted these views and analysed the material by extracting with cold petroleum ether. The soluble part was considered petrolene, and the insoluble, asphaltene. According to Dr. Endmann, all such analyses are rendered untrustworthy by the following facts: (1) Cold petroleum ether does not extract all the petroleum. (2). Asphaltene itself is soluble in petroleum ether if petrolene is present. In one experiment 57 per cent of asphaltene was recovered from so-called petrolene, obtained by the usual extraction method. These facts account for the varying results that have been obtained, and also for the view that asphaltene is not a single substance, on the ground that it appears to be partially soluble in hot spirit of turpentine. This partial solubility is due to the presence of petrolene. The proportion of petrolene to asphaltene in Mexican asphalt given by the extraction method is about 8 to 1. When analysed in the light of these new observations the ratio is 1 to 2·7. A similar change in this ratio is found in the analysis of Trinidad and other pitches. Asphalt, then, consists mainly of the solid substance, asphaltene, softened by the liquid, petrolene, much as turpentine consists of rosin, softened with spirit of turpentine. Asphaltene, when heated in the air, takes up oxygen and becomes a black substance, insoluble in chloroform, but soluble in soda, from which acids precipitate it; analysis indicates the formula C_{26} H_{20} O_4. Dr. Endmann calls this substance asphaltic acid, and considers its presence in refined asphalt a sign of faulty preparation. A chloroform solution of asphaltene always contains some mineral matter which has been dissolved in a state of combination. This ought to be estimated in a satisfactory analysis. Petrolene is a hydro-carbon of the general formula C_n H_n, and the most probable formula for asphaltene is C_{26} H_{36} O_2. The paper contains a detailed plan of analysis based on the foregoing observations. — Imperial Institute Journal.

NOVA SCOTIA TRADE GOSSIP.

THE worst failure in the hardware line since that of John Stairs & Co., of Halifax, over a year ago, is that of R. B. Norton & Co., Charlottetown. P.E.I. R. B. Norton and Robert Fennell, both of whom learned the business in the old establishment of Bourke, Gillen & Co., branched out for themselves some years ago and did what was considered a large and paying business. Last week their assignment was announced, due, it is stated, to Mr. Norton being on too much accommodation paper. Of late years, R. B. Norton has been the only member of the firm. This business is now in the hands of a receiver and is being sold at bankrupt prices. The liabilities are placed at $25,000, principally in the west, though St. John, N.B., is interested.

The wholesale and retail hardware firm of Geo. E. Smith & Co., Halifax, have found their premises on Water street too small for their increased business and have removed to the large and handsome brick premises, corner of Cheapside and Bedford Row, occupied for many years by the P. Walsh Hardware Co.

THE SPLIT WAFERS.

A MAN who stands high in the mercantile community related to me the following little incident of his early life, says a writer in the N. Y. Ledger.

At the age of 16 I entered the store of Silas Sturdevant as a clerk. One day, shortly after my instalment into the office, I was employed in sealing and superscribing a lot of business circulars—several hundred of them. That was long before the day of gluten, and I used small red wafers for securing the missives. While I was thus busy Mr. Sturdevant came into the counting-room; and when I observed that he was watching me I worked the best I could, hoping to get a word of approbation. By-and-by he spoke to me:

"Young man, don't you think half a wafer would secure one of those circulars just as well as a whole one?"

I looked up, probably exhibiting as much disgust as surprise,

"If you split your wafers," he added, "you will accomplish all you desire, and at the same time make a saving of just one half."

He turned away; and while I was thinking what a mean old wafer splitter he was, a lady entered who had been appointed one of a committee to obtain subscriptions towards building an orphan asylum. One public-spirited man had given the land, and now they wished to raise two hundred thousand dollars, if possible, for the buildings and necessary endowments. Mr. Sturdevant said he had already been consulted on the subject.

"Yes," thought I, "and I guess that's all it will amount to!"

But he took the paper and wrote his name, and then he said:

"I will give five thousand dollars."

I could hardly believe my ears.

At that moment the merchant arose to a stature of grandeur before me, and in my heart I blessed him; for even then I knew that the lesson of the split wafers, with its sequel, was to be the initial of my future success.

THE ARCADE FILE WORKS

IMPROVED INCREMENT CUT FILES

Arcade Files are made from the very best Crucible File Steel, and are guaranteed to cut faster and wear longer than any on the market.

PRICES: While we do not compete with the cheap brands made from open hearth steel, we can, owing to our modern plant and new inventions, make prices that are the lowest for buyers desiring a high-grade File with an Improved Increment Cut.

CANADIAN REPRESENTATIVES . . .

DORKEN BROS. & CO., - MONTREAL.

PAINTS

This year will be a record breaker for the sale of Mixed Paints. We feel it already from the number of orders on our files for spring shipments. We are glad to say we are in a better position than ever before for supplying the increasing demand for **UNICORN** and **BULLDOG** brands. These are the standard brands for the market, non-fading, permanent and beautiful under storm of rain or snow or the sun's blistering rays. These are the kind of paints required for Canada, and these are the kind that once sold, sell again. Send specifications in promptly and get a good paint in time for the rush, and ask for cards and advertising boards.

Manufactured only by

A. RAMSAY & SON

MONTREAL

Established 1842.

Branded

Every Painter's Brush we send out bears our name stamped on the handle. This means that we want you to return it and get your money back if it is not satisfactory in any way you've a mind to think of.

Better still, it means that you can not find a brush that has better or later improvements over the ordinary brush than Boeckh's Flexible Bridled Brush. If you can, then our name on the brush says plainly "your money back if you want it." The name Boeckh is put there for just this purpose.

Brushes
Brooms
Woodenware

Montreal Branch: 1 and 3 De Bresoles St.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

NORTH SHORE IRON DEPOSITS.

WHILE public attention is specially directed just now to the development of the precious metals of Canada, the older minerals are being by no means neglected. Yesterday it was learned that a deal which will prove to be of the utmost importance to the inhabitants of that part of Algoma lying north of Lake Huron was on the eve of being consummated in the city. A gentleman, usually well informed of what is going on in the mining world, told a representative of The Globe that an agent of Mr. Carnegie, the iron king, was in the city, perfecting arrangements with the owners of iron lands in that district for the purchase of at least 300,000 tons of iron ore a year. If this turns out to be correct, an industry employing hundreds of men will be established along the north shore. The Hamilton Blast Furnace Co. is also said to be included in the deal.

The deposits of iron there have long been known to exist, having just been discovered while making cuttings for the Canadian Pacific Railway. Their richness is assured by the success with which similar ores on the American side of the line have been mined, for the geological formation in Algoma is exactly the same as in Michigan. The richest deposits are west and northwest of Bruce Mines, an old mining centre in the townships of Coffin, Tarbutt and Johnson. The ores are of the hematite and specular variety. Tests made so far show that the quality is of a high grade. The company owning the lands there desired to make sure of a market before they started work. With this object the Hamilton Furnace Co. was approached, and the Hamilton people decided to take 100,000 tons a year. Then Mr. Carnegie was communicated with, and it resulted in his sending over here an agent from Pittsburg to confer with the local men.

In Carnegie's great workshops a great variety of ores is required in the charge to make particular kinds of iron and steel. Before the revolution in Cuba he got there large quantities of specular hematite ores, but owing to the disturbance caused by the war he has found it extremely difficult, and at times almost impossible, to get out the ores. It is stated that the Algoma iron is just the kind he wishes to get, and it can be obtained at less cost.

The company owning the iron locations have already laid their plans for getting out the ore. About four miles from the properties on the lake shore is a good harbor, with water 25 feet deep near the shore. It is proposed to run an electric tramway from the mines to the harbor, and so put the ore on ship board at very little outlay. There are a number of streams in the vicinity containing waterfalls of sufficient magnitude to supply power to run the road, as well as the mining machinery.

If this report is true, and there is no reason to doubt its authenticity, it will prove a great boon to Algoma. The working of the mines will give employment to a large number of laborers, besides providing a good market for the farmers in that region.—Globe.

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director. W. C. MACDONALD, Actuary.

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A WINDING up order has been granted in the matter of the Imperial Brush Manufacturing Co., Montreal, and a meeting of creditors will be held on the 23rd inst.

A. Pallascio, hardware, Montreal, has obtained an extension.

The Ferguson Co., general merchants, Rossland, have assigned.

R. L. Bond, tinsmith, Almonte, has assigned to Charles Simpson.

J. A. Rheaume, general merchant, Ascot Corner, Que., has assigned.

The sheriff is in possession of the premises of Alfred Young, paints, Halifax.

R. B. Norton & Co., hardware, Charlottetown, P.E.I., have assigned.

George Robb, hardware, Knowlton, Que., is offering to compromise at 50c. on the dollar.

W. Connerty, general merchant, Jasper, Ont., has compromised at 75c. on the dollar, cash.

W. J. McCart, general merchant, Avon more, is offering to compromise at 60c. on the dollar.

Endacott Bros., general merchants, Orangeville, have called a meeting of their creditors for 17th inst.

A meeting of the creditors of John King, general merchant, Fort William, has been called for the 16th inst.

F. P. Grenier, general merchant, Ancienne Lorette, Que., is offering to compromise at 60c. on the dollar.

Mrs. T. B. Magnon, general merchant, Pointe au Trembles, is offering to compromise at 65c. on the dollar.

F. A. Thompson, general merchant, Buckingham, Que., are offering to compromise ot 65c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Jones & Clarke, wire, Grand Forks, B.C., have dissolved. Mr. Jones continues.

Tumoth & Co., general merchants, Belmont, Man., have dissolved. Geo. Tumoth continues.

Symons Bros., hardware and groceries, Acton, have admitted John Campbell as partner ; style unchanged.

L. H. Herbert, wholesale hardware, Montreal; new partnership formed composed of L. H. Herbert and Alfred Jeannotte.

John Cox and James Cox have formed a partnership in Montreal to carry on business as varnish manufacturers under the style of John Cox & Son.

SALES MADE AND PENDING.

J. J. Tull, general merchant, Cairngorm, is advertising store, etc., for sale.

The general stock of B. Ram, Melocheville, has been sold at 50c on the dollar.

E. H. Ellis, hardware, etc., Gananoque, is offering tin and plumbing branches for sale.

The stock of the Dominion Rolled Plate Co., of Montreal, has been sold at 20c. on the dollar.

The stock of W. J. Melrose, general merchant, Georgeville, Que., has been sold at 65c. on the dollar.

CHANGES.

Joseph Carter, painter, Thorndale, is giving up business there.

H. M. Glancy, blacksmith, Belhaven, is retiring from business.

Sparling & Co., hardware, Neustadt, have sold out to E. Marshall.

S. Torrance, blacksmith, Ashton, has sold out to J. Hamilton & Sons.

A hardware store is about being opened in Montreal by Sylvester & Fils.

Ross Bros., general merchants, Woodville, are removing to Mount Albert.

Rheaume & Huot are opening a wholesale hardware warehouse in Montreal.

Lena McKelvey, general merchant, Minden, has sold out to D. J. Hartle & Co.

A. H. Campbell & Co. are starting into business in Montreal as dealers in bicycles.

J. J. James, hardware and tinware, Courtright, have been succeeded by R. G. Stewart.

F. Baer, Jr., general merchant, Bullock's Corners, Ont., has been succeeded by F. Schwinck.

S. F. Brown, general merchant, Douglas, has sold out. John Little has opened a general store in the same place.

Alex. McMichael has opened a general store in West Branch, N.B. A. C. Peck, of the same place, has sold out to J. L. Richardson.

DEATHS.

Horskin & Hulburd, founders, Bedford, Que., have been partially burned out ; insured.

The department store of Stanley, Mills & Co , Hamilton, has been slightly damaged by fire.

ACETYLENE GAS EXPLAINED.

AT the meeting of the West End Improvement Association of Rochester, N.Y., Wednesday, 3rd inst., Myron T. Bly explained the process of generating acetylene gas, and then gave a short stereopticon lecture on his wheeling tour through Italy and France. Mr. Bly stated that acetylene gas was not a new product, but that the process of its generation in large quantities was new, and would probably result, within a few years, in its supplanting ordinary coal gas illuminant. The gas, he said, was produced from carbide of calcium, a union of carbon and calcium. The process of making this product by fusing carbon and calcium by electricity had only been recently discovered, and the process was patented. It had been said that the big gas manufacturers had secured this patent, and for this reason it was almost impossible to get hold of any of the carbide.

For the gas for his lecture Mr. Bly used only a quart jar full of the carbide. This cost about 15c., or at the rate of over $300 a ton. It was possible, Mr. Bly went so far as to claim, if the market had not been cornered, to manufacture this product at a cost as low as $5 a ton, so that the gas used in three burners for an entire evening's entertainment would not cost over 3c. The process of generation, Mr. Bly said, was so simple that the gas could be produced in private houses by an apparatus which would not cost at most over $6. The light produced was pure white, nearer like sunlight in actinic qualities than any illuminant that had yet been discovered.

Mr. Bly then explained the process of generation. The apparatus consists of a

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

JOHN WILSON'S
Butcher Knives
. . . and Steels
FARRIERS' AND SHOE KNIVES
Are the best in the world.
TRADE MARK
DORKEN BROS. & CO.
Agents, MONTREAL.

1897 IMPROVED 1897
STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.
Most Profitable and Satisfactory Chain to Handle.
The B. Greening Wire Co., Ltd.
HAMILTON, ONT.
Eastern Depot, 422 St. Paul St., MONTREAL.

small zinc can, which is partially filled with water. Into this can is set another copper can, the open side being set downward into the water. The carbide is placed in a little wire basket, which is attached to the can that sets into the water. The air in the can, or bell as it is called, which sets in the water is first allowed to escape through a stop-cock in the top. As soon as the carbide touches the water the gas begins to generate. Although the apparatus employed by Mr. Bly is small enough easily to be carried around, gas was produced rapidly enough to supply three burners and produce a light of 125 candle power in intensity.

The burners used are very small, about one-twentieth the size of an ordinary coal gas burner for the same candle power. There is much less heat in burning the gas than in the consumption of coal gas, and there is considerable less of the poisonous carbonic acid produced, so that in every way it seems to be more desirable than the ordinary illuminating gas. The only thing in the way of its instant adoption for commercial uses is the fact that the carbide market is controlled in the interest of the gas companies. Mr. Bly thought that some other method for the production of the carbide would soon be discovered, so that the gas would be available for household uses. An attempt to this end was being made, even at the present time, in Chicago. Mr. Bly then used the gas for his stereopticon light. The illumination was nearly as intense and as satisfactory as the carbo-hydrogen lime light.

NEW SAW COMPANY.

Application is being made to the Governor-General-in-Council for the incorporation of the Canadian Douglas Saw Manufacturing Co., Ltd.

The company proposes to carry on in Canada and Newfoundland the business of manufacturing circular, band and all other kinds of saws, saw-tables, saw-sharpeners, logs, timber, deals, lumber, staves, shingles, manufactures of lumber, apparatus, plant, materials and supplies of every kind used or usable in connection with the business aforesaid.

Toronto is to be the chief place of business. The capital stock is to be $700,000, in 7,000 shares of $100 each.

The names of the applicants are: Henry W. Darling, of Schenectady, N.Y., treasurer of the General Electric Co.; Charles Henry Douglas, Brooklyn, N.Y., inventor; Herbert Darling, Buffalo, manufacturer's agent; Robert Darling, Toronto, merchant, and Charles R. W. Biggar, Toronto, Q.C. Henry William Darling, Robert Darling and Charles Robert Webster Biggar are to be the first or provisional directors of the company.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

A COMPLETE LINE OF PERFECT GOODS.

MARLIN REPEATING RIFLES

Are made in all calibres and styles, giving a complete line of Repeaters.

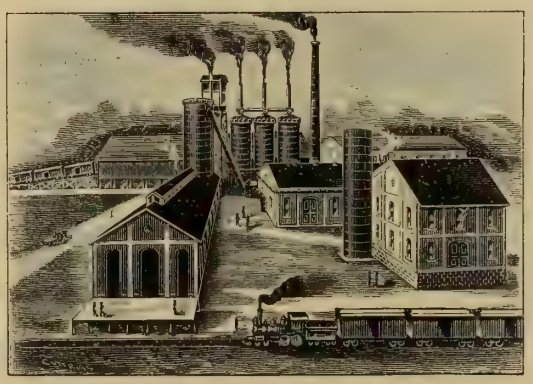
MARLINS excel because they are the only Repeaters with Solid Top Receiver and Side Ejection.

They have fewer parts than others and are constructed so as to be durable. Convenient to take apart and put together owing to simplicity of construction. Write for complete Catalogue.

THE MARLIN FIRE ARMS CO.,

For Sale by all Prominent Jobbers.

New Haven, Conn.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Church's . .

ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

Sold by leading paint dealers everywhere.

Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.

MACHINERY DEPARTMENT.

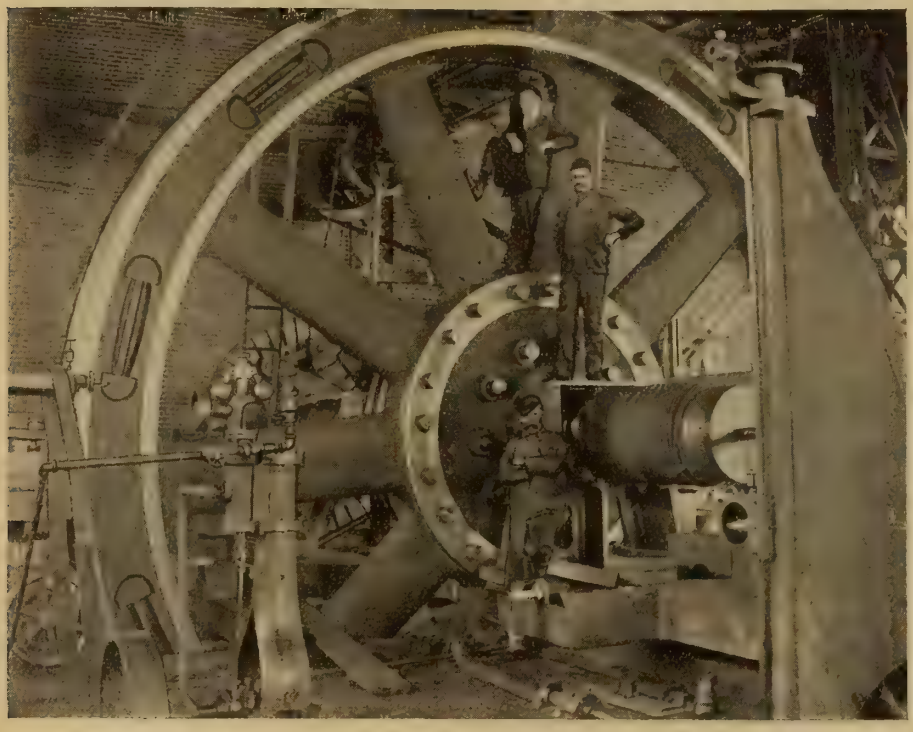
MONTREAL'S GREAT ENGINE.

ABOUT the end of March, one of the leading manufacturers of Canada will be placed at the head of the list of horizontal Corliss engine designing—by erecting at the William street power house of the Montreal Street Railway the proposed gigantic four thousand horse power compound Corliss engine now in construction by the Laurie Engine Co., of Montreal.

Manufacturers in the United States have already turned out engines capable of revolving the armature of a generator with a load equivalent to 3000 kilowats upon it, (which is almost 4030 h.p.), but these machines, when run under full potential, do not give very satisfactory results. They appear too light for such heavy work, the reason chiefly being due to the fact that the amount of metal used in the construction of engines of such enormous design does not vary in the same proportions with the pressures and strains as it does in ones of minor capabilities, so that the Laurie Engine Co. have endeavored with all their energies to overcome the difficulties which have presented themselves to all other manufacturers, and, I think, with very successful results.

The engine, as you might say, is practically finished, at any rate as far as the construction is concerned, and it now only remains for its erection. Each part has been carefully designed, cast, and finished by the able designers, foundrymen, and machinists of their works. As far as it has gone it is as perfect as it can practically be made, neither time nor money having been spared in its construction.

The manager of the firm has drawn the special attention of the workmen to the fact that this machine must establish a record in the modern mechanical world, and therefore infers that each component part must be manufactured with the greatest degree of accuracy that Montreal machinists can impart.



FLY WHEEL OF THE MONTREAL STREET RAILWAY CO'S NEW ENGINE.

The engine when finished is not all that may be mentioned as attributing honor to the company, as some of the individual parts are records in themselves. The fly wheel, a cut of which is herewith produced, is of great size. It is 24 feet in diameter and weighs about 120 tons with shaft. It is constructed in ten segments, each one composing a tenth part of the rim and one of the spokes. It does not carry a belt as the armature of the dynamo is attached to shaft by direct connecting system. It is also built heavy for the purpose of storing up energy, and to enable the engine to run with a uniform motion under the fluctuating loads caused by the stopping and starting of the cars.

The pillow blocks are also worthy of special mention. These blocks are without doubt the two heaviest castings made in this country and are of the finest quality of metal. They are cast in one piece of metal of 26 tons each and are without flaw or defect of any kind.

Many of the other parts have been very wonderfully constructed, all of which show the skill and accuracy of their workmen and shrewd judgment of the staff.

The Laurie Engine Co. is now one of the leading engine manufacturing companies of the country, they having done work for the most important power houses in Canada. The Toronto and Winnipeg Street Railways are both well satisfied with the economical system of running their respective cars, and many other power-users are equally satisfied with their successful results.

The Laurie Engine Co. are also agents for the Linde British Refrigeration Co., Ltd., of London, E.C.; the Northey Pump Manufacturing Co., Ltd., of Toronto, Ont., and the Holly Steam Engineering Co., of Hartford, Conn. They manufacture all kinds of ammonia compressors for the purpose of making artificial ice for cold storage, and nearly every sort of special machinery.

R. D.

EARLY CLOSING IN WINNIPEG.

At a joint meeting of the Ministerial and Retail Accociations of Winnipeg held recently, for the purpose of furthering the Saturday evening early closing scheme, it was decided to interview the Attorney-General, and urge the enactment of a general law, covering all classes of stores. The object of this is to avoid the necessity of having to petition for a by-law for each class of stores, as is now the case under the existing law. Speeches in favor of the project were made by Rev. Mr. Grant, Rev. Jos. Hogg, Mr. Wm. Small, and Mr G. Fowler. Mr. Wellband raised the point that as auctioneers were allowed to keep open after stores were closed, there would be an objection to the early closing of stores on Saturday nights. The committee appointed to wait on the Attorney-General comprises the following gentlemen: Messrs. Leichmann, Deegan, Fowler, D. W. Buchanan, Wellband, Gibson, Cameron, Clark, Ald. C. H. Wilson, Rev. Messrs. Hogg, Pedley and Walker, and Mayor McCreary. Mr. Buchanan was appointed convener, and Mr. Gibson secretary of the committee.

A TRAVELER'S YARN.

This story is told by a commercial traveler of one of the railways in Scotland, which is said to be still a little shaky: "We were bounding along," he said, "at the rate of about seven miles an hour, and the whole train was shaking terribly. I expected every minute to see my bones protruding through my skin. Passengers were rolling from one end of the carriage to the other. I held on firmly to the arms of my seat. Presently we settled down a bit quieter—at least I could keep my hat on, and my teeth didn't chatter. There was a quiet looking man opposite me. I looked up with a ghastly smile, wishing to appear cheerful, and said: 'We are going a little smoother, I see.' 'Yes,' said he, 'we're off the track now.'"—The Amusing Journal.

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue,
Bronzes, Alabastine.
327 St. James Street, - - - **MONTREAL**

Maple Sugar Makers' Supplies.
Sap Evaporators.
Storage and Gathering Tanks.
Record Double Tin Sap Spouts.
Saccharometers, Thermometers, etc.
Address
THE G. H. GRIMM MFG. CO.
84 Wellington St., **MONTREAL**

R. DILLON,
Hardware Specialties,
OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

THE WINNER.

All bicycle riders are not racers; perhaps you are a rider and yet do not look with favor upon the racing element.
Still, when you conscientiously consider the matter, you cannot help admit that the bicycle that wins races on the track is the easy-running bicycle for the road or pavement.
The Yellow Fellows have won; hence the reputation of the Stearns as a fast, easy-running, much-talked-about wheel.

E. C. Stearns & Co., Makers, Toronto, - Ont. | American Rattan Co., Canadian Selling Agts. Toronto. 54

Agents Wanted in unrepresented districts.

IS YOUR STORE UP TO DATE?

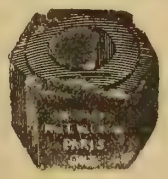
A RUT, Webster says, is a furrow worn by a wheel. Would it not be well to add "commonly made by man for the purpose of hindering his progress?" remarks The Shoe Budget. Ruts are bad; and (more is the pity) so many people seem to find comfort in them that they follow them throughout an entire career. If we are to attain our end, make our task successful, we must leave the ruts, not stick to them. It seems to be a weakness of the average man to get into ruts easily and stick to them tenaciously. Herein lies one of the greatest reasons why the average man is not successful, for it is proverbial that nine out of every ten fall.

It is an easy matter to get into a rut and very difficult to vacate it. We must be conscious of the rut before we can leave it. In many instances what is to-day a rut was, when adopted, a perfect method; but the times and conditions have changed, and the method, instead of progressing and changing as well, kept on in its methodical uniform way and became a rut. And thus, seeing everything moving as it has been wont to move in a way we know was right when we started, we fail to alter it.

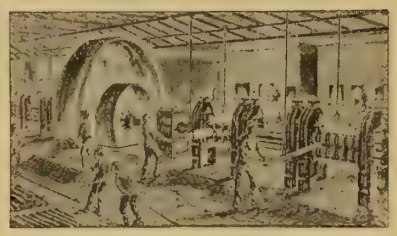
This is an era of up-to-date methods, and movements of ten or twenty years ago are out-of-date ruts. If we stick to them we are lost. Ten years ago, if you hadn't on hand just what your customer wanted, he'd take the nearest you had; to-day he'll get just what he wants from your neighbor. Any kind of a store would do a dozen years ago; to-day it must be well furnished, well kept, and inhabited by bright, courteous salesmen, or the best class of patrons will not enter it. Ten years ago a simple announcement in a local paper was all the advertising a retailer felt called upon to do; to-day he takes more space, spends time writing advertisements that are attractive and that will sell goods, and in every way possible endeavors to make the advertising end of his business remunerative. The up-to-date retailer does this. He knows a rut when he sees it and avoids it every time. A short time ago a large manufacturer who feared the presence of ruts, also his inability to distinguish them, invited a friend to inspect his factory. The friend had little knowledge of the business and only that interest which the well-trained mind takes in any subject. But as the manufacturer explained his various methods the friend was quick to see faults and offer suggestions. The manufacturer now claims that this interview pointed out to him ruts the elimination of which has saved him $100 a week. Perhaps you can't see the ruts you're running in. Ask some friend—the one who won't lie to please you—how your store looks, how it compares with other stores, how you can improve, and he will probably point out a rut or two that avoiding will make money for you.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

. . MICA . .
Electrical and Stove Purposes.
Send for samples and quotations.
W. F. SMYTH & CO.
Box 2165 **Montreal.**


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
ROLLING MILLS
Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.
AND FACTORIES
MONTREAL

TRADE MARK J REGISTERED.
"JARDINE"
HUB BORING MACHINES . . .
This machine shapes and sizes the hole in the hub automatically. They are easier running, and do more and better work than any other.
A. B. Jardine & Co.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

REGISTERED TRADE MARK.

CURRENT MARKET QUOTATIONS

Toronto, Mar. 12, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag— 56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

Note.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 and 5 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.

Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.

Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades:

		Per lb.
16 gauge	....	0 04⅝
18 to 24 guage	....	0 04¼
26 "	....	0 04½
28 "	....	0 04¾

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

Note.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft.	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

Note.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

Note.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65
f.o.b. Halifax, St. John, Montreal, Toronto	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 05
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	....	0 46
Boiled, per gal	....	0 49

Freight allowed, 5 bbl. lots 1c. less. Price 2c. less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	....	0 46
5 to 9 "	....	0 45
10 to 15 "	....	0 44

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 09
Small lots	....	0 09½

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin'

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges.................... 0 90
5 and 6 gauges.................... 1 10
uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges.................... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb....................... 0 10 0 12½
Anvil and Vice combined, each..................... .... 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ...... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes................ 5 25 5 50
Chopping Axes—
Black Prince.............. 7 25 7 50
Forest Clipper............ 7 25 7 50
Lance 8 50 9 00
Mann's.............. .... 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made................ 7 50 7 75
Climax.................... 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

inc discount 3 90 4 0
opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.
Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.
Door.
Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.

Hand, per doz................ 3 35 4 75
Moulders', per doz............ 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 20 per cent.
Excelsior, 10 per cent.
Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell, per doz...... 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriage, dis., 70 and 10 p. c. off new list.
Tire, dis., 70 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 60 p.c. off new list.
Coach Screws, dis. 70 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.
Cast Iron.
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.
Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz........ .... 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 9 50

Cement.

Canadian, Portland................ 2 30
English " 2 50
Belgium " 2 25
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.
Steel, net........................... 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Bo 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz.............. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz.......... 16 00 51 50
P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.
Per doz 75 1 25

FAWCETS.

Cork Lined, per doz.......... 0 30 0
Wine, per doz................ 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.
Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.
Tack.
Magnetic, per doz............ 1 10 1 20
Sledge.
Canadian, per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50
Chisel.
Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00
Fork.
C. & B., dis. 35 per cent. rev. t.
Hoe.
C. & B., dis. 35 per cent. rev. list.
Saw.
American, per doz............ 1 00 1 25
Plane.
American, per gross.......... 3 15 3 75
Hammer and Hatchet.
Canadian, 35 per cent.
Cross-Cut Saw.
Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb.......... 3 65 3 75
12 in. up, per lb.......... 65 2 75
Per doz. set.
Screw. Eureka................ 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring........................ 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz.............. 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1
Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.
Wire.
Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000................ 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb................ 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross............ 1 60

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz....... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross......... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz.... 0 50 6 ɔC
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   Basis—50 to 60 dy................ 2 15
   40 dy....................... 2 20
   30 dy....................... 2 25
   20, 16, and 12 dy.......... 2 30
   10 dy....................... 2 35
   8 and 9 dy................ 2 40
   6 and 7 dy................ 2 55
2. American pattern only—
   From 4 to 5 dy............ 2 75
   3 dy (lath)................ 3 15
3. Canada pattern only—
   From 4 to 5 dy............ 2 55
   3 dy (lath)................ 3 05
   3 dy, A.P. fine............ 3 75

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.................. $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6 .... 175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6⅝ 00	8
¼, 5-16, ⅜ in..............	6⅞ 00	8¼
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire...... ..... 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen............ 0 40 0 70
"Empire," McMillan & Haynes, per ft.................. 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz................ 8 75 9 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black.................. 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb .... 0 00 0 ≥4

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 0υ
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish...............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish...............	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.............. 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights 40
" " tinned 45
Swedes, cut tacks, genuine, blued and tinned................................ 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned............ 40
Zinc tacks.............................. 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 42½
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 5

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

Carload Lots and Under.

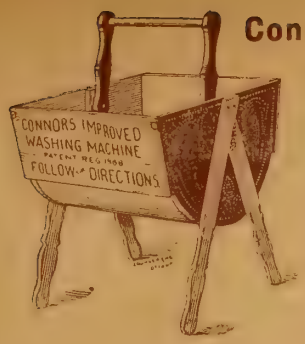
Galvanized, 2 barb, 2½ and 5 inches apart.............. 2 70 2 75
Galvanized, 4 barb, 4 and 6 inches apart 2 70 2 75
Galvanized, plain twist, all.. delv'd.................... 2 70 2 75
Plain twist.................... 2 70 2 75
Steel Staples 2 70 2 75
Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....



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Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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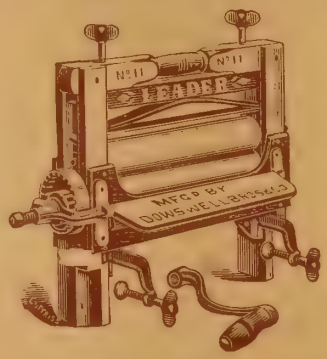

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Lac a lac Tortue. Grand Piles.

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Managing Director and Treasurer

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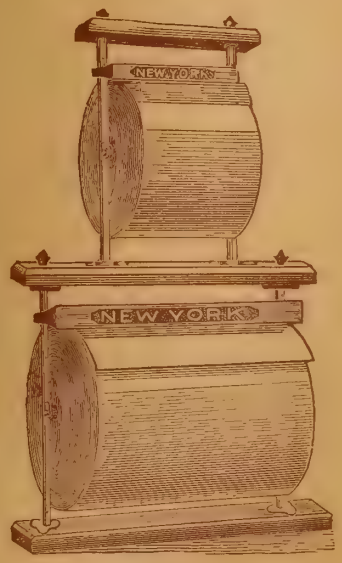

Reversible, cutting up or down—for use on bracket, on, or under counter.

From 6 to 60 inches wide.

Single or in combination.

On sale at all of our branches and agents' at . . . . .

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The most perfect Cutter on the market. It has been tried and has not been found wanting.

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Black Diamond File Works

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"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

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THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

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Do You Want a Good Honest Varnish?

Of course you do. It does not pay to sell your customers anything else. Then Robertson's celebrated Monarch Varnish is what you want.

Read what this man says of it, and **he knows what he is talking about:**

"MESSRS. THE JAMES ROBERTSON CO. LTD.,
"TORONTO.

"GENTLEMEN,—We have been using your Varnishes, both Rubbing and Flowing, for some time, and are well satisfied with them, and shall continue using them as long as they are up to their present standard.

"We have tried the Varnishes of various manufacturers, both in Canada and the United States, and after a **CAREFUL TRIAL** we have decided to stick to yours.

"Yours truly,
"L. S. SCHECK."
Foreman for Semmens & Evel, Hamilton, Ont.

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CANADIAN

HARDWARE

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VOL. IX | MONTREAL AND TORONTO, MARCH 20, 1897 | No. 12

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TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

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For Up-to-date Roofing

CHEAP AND DURABLE.
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FOR STEAM HEATING

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This is the largest heating contract ever undertaken in Canada.

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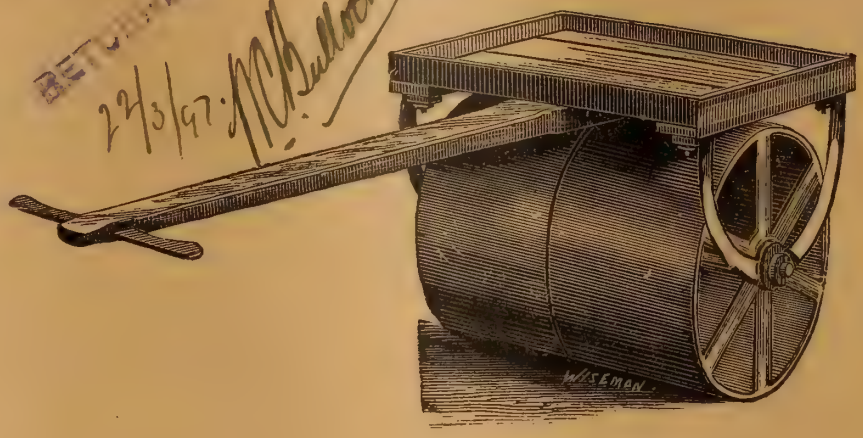

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Sprinklers
Syringes
etc.

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Hardware Merchants = TORONTO

Anything in.... **Copper**

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Sheet Copper and Copper Tubing

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THE BOOTH COPPER CO. Ltd.

TORONTO

YOU WANT OUR

Factory Milk Can Trimmings

When ordering Broad Hoop Trimmings ask for the new Convex Bottom, which is stronger, as the bottom rim is narrower.

The body of the can extends further into the bottom, and consequently protects the side more.

The bottom being further from the floor, is less apt to become damaged.

The corner where the body is soldered to the bottom is a sharp corner. which makes it easy to solder.

Rough handling cannot separate the body from the bottom, as can easily be seen by the construction.

The new narrow bottom or Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the Broad Hoop Trimming.

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, MARCH 20, 1897 No. 12

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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EFFECT OF THE U. S. TARIFF ON CANADA.

THE new tariff bill submitted to the United States House of Representatives on Monday promises to mark a new era in Canadian history.

The United States is our nearest neighbor. The people of that country are with us of one blood, and with us they are the issue of one parent stem. Naturally, therefore, we should trade one with the other.

Time and again Canada has endeavored to secure treaty arrangements with the United States, while the United States has, time and again, done everything she possibly could to prevent an interchange of commodities between the two countries.

The new tariff now before Congress is another of these many attempts to injure the Dominion.

The fact that she has struck us in what appears to her to be our most vulnerable point is evidence of that.

A glance at the comparative table, which we publish elsewhere, proves it.

We sell nearly three million dollars worth of coal to the United States annually, and on that the duty has been increased from 40c. per ton to 75c. per ton, an increase of 87 per cent.

Last year we exported over 13½ million dollars worth of the products of the forest to that country, and where the most of the lines appertaining to these were on the free list it is proposed by the new tariff bill to place them on the dutiable list at from $1 to $2 or more per thousand feet.

Horses we export to the United States to the value of $328,338, and on these the duty has been increased from 20 per cent. to $20 each.

Sheep we sent last year to the value of about $400,000, and on these the duty has been raised from 20 per cent. to $1.50 each. Our total exports of animals and their products to the United States last year were valued at $3,341,275, and on practically everything in the list the new tariff bill proposes to increase the duty to a more or less extent.

Our exports of barley to the United States in 1890, the fiscal year of which ended four months before the McKinley tariff went into force, were valued at $4,582,562. Last year, under the Wilson tariff, they only aggregated $297,438, or a decrease of nearly 89 per cent. And 1890 was not the maximum year either. Now, it is proposed to wipe out the remainder of our trade in this respect by increasing the duty from 30 per cent. to 30c. per bushel, or, at the present price of barley to-day at points in Ontario, about 93 per cent.

Beans we export to the United States to the value of about $250,000, and on these it is proposed to raise the duty to 50c. per bushel, or at the present price of this commodity, dangerously near the 100 per cent. mark. Our total exports of grain and flour to the United States last year were valued at about $900,000 in round numbers. And on these there is a general increase in the duty.

Hay, Canada last year exported to the United States to the value of $1,641,471, and the duty on this commodity has been increased from $2 to $4 per ton, or exactly 100 per cent.

The duty on butter has been increased by 50 per cent., but that does not bother Canada. We last year exported less than $3,000 worth to the States.

In cheese, the increase in the duty is the same as in butter, but our exports of this commodity across the border are only valued at a little over $10,000.

The increase of 66⅔ per cent. in the duty on eggs will not be welcome news to the producers of and dealers in this commodity; but it will by no means cause the same concern as it did when the same duty was put on by the McKinley bill.

The McKinley bill, it will be remembered, drove us to cultivate a market in Great Britain; and although the Motherland is not, nor perhaps never may be, as good for us in this respect as that of the United States yet the fact that it is at least partially so is some matter for consolation.

An idea of how injurious to the Canadian export egg trade United States tariffs have been since 1890 may be gathered from a comparison of the Trade and Navigation Returns of that year with those of 1896.

In 1890, when eggs were free, our total exports aggregated $1,795,214, of which no

less than $1,793,104 went to the United States. Last year our total exports to all countries were only valued at $807,086, of which but $97,309 worth were for the United States. Great Britain, however, increased her purchases from $820 worth in 1890 to $704,768 in 1896.

The duty on potatoes has been increased from 15c. to 25c. per bushel, or over 66 per cent. Our trade with the United States in this article fluctuates a great deal. Last year, for instance, it was only $15,309, but in 1895 it was valued at $238,977, in 1894 at $193,917, and back in 1890 at $308,915. Taking it all round, therefore, it will be seen that the United States market for this commodity is a valuable one, and particularly to the people in the Maritime Provinces.

Apples are another commodity for which we find a good market in the United States, although to some extent a fluctuating one. Our exports to that country during the past five years were as follows . 1892, $27,661 ; 1893, $447,249 ; 1894, $221,187 ; 1895, $134,702 ; 1896, $85,419. The new tariff bill now proposes to fix the duty at 25c. per bushel, instead of 20 per cent. as before. On dried apples, based on the present range of values, it is proposed to place a duty of over 100 per cent.

Canada is also interested in the duties on wool. Where they were nearly altogether free under the Wilson tariff, under the new one it is proposed to make them largely dutiable. Our exports to the United States last year were $811,528, and in 1895 they were $1,046,726.

There is no mistaking at whose head the new tariff is aimed, any more than there was at whose head David aimed with the sling and stone. But there the comparison ends. David's quarry was killed, but the wound which the new tariff will give Canada will not prove fatal ; it will only stimulate.

Canadians are made of the same material which made up a Boston tea party and fought for liberty in 1776. Coaxed, they may be ; but coerced, they never will be.

Instead of dampening our national ardor the new tariff will strengthen it.

Instead of attracting us to the United States it will detract us from it.

Business men from whom HARDWARE AND METAL has had an opportunity of obtaining an opinion are pleased rather than otherwise at the turn affairs have taken. The ultimate result, they declare, will be for good.

Closer trade relations with the British Empire are now beyond all peradventure Canada's goal. And our Government must lead us there.

Reciprocity with the United States is most desirable. And time spent in trying to secure it will be time wasted. Canada is not disposed to eat the leek.

"On to the Empire and Preferential Trade" is now Canada's motto.

A BIG PURCHASE.

THE McClary Manufacturing Co., of London, Ont., made one of the largest purchases of metals this week put through in the Montreal market for a long time.

They have bought out Crathern & Caverhill's stock of galvanized plate, some 600 tons.

The gauges run from 11 to 28, and principally consist of Queen's Head and Morewood, two of the best brands on the market.

The terms are not made public, but they are generally understood to be pretty close.

The addition to the above goods they took 4,000 boxes of tin plate, chiefly P.D. Crown and Bradley brands.

Push and enterprise will produce capital, but capital was never known to produce push and enterprise. These qualities cannot be bought ; they must be cultivated.

SCARCITY OF CASTOR OIL.

There is quite a scarcity of castor oil on the Toronto market at the moment, and it is interfering with business to some extent.

In consequence of this scarcity wholesalers are doing a great deal of skirmishing for supplies, and the member of one leading house told HARDWARE AND METAL that it was surprising the quantities that were being discovered.

As stated in a recent issue, buying by jobbers has been light for some time, owing to the fluctuations of prices, and now they find themselves with inadequate stocks.

Shipments have been on the way from Calcutta, per sailing vessels, since December last and they are not expected to arrive in Toronto till about May next.

DEPARTMENT STORES VS. LABOR-SAVING MACHINERY.

A WRITER in a Chicago paper avers that the "opposition to department stores is of the same nature as the opposition to labor-saving inventions."

In exceptional cases it may be, but as a rule it is not.

Between the department store and labor-saving machinery there is analogy but at one point, and that is that just as production by machinery means cheaper production, so the expenses of a large concern are relatively less than those of a small one.

But in the great underlying business principle the department store is the very antipodes of the labor-saving machine.

It is true the labor-saving machine supplants hand labor and compels it to seek other sources of employment. But it does it by fair means and not by foul, and in the main its results are of immense benefit to mankind. No one can gainsay that, next to Christianity, steam and electrical machinery has been the world's greatest civilizer.

Labor-saving machinery has revolutionized the cost of production, and necessarily the cost to the consumer. But its cost of production was relatively as low as that formerly produced by hand labor.

The goods manufactured by the machine were not sold lower than those turned out by hand in order that the latter might be driven from the field. They were sold lower because the producer could afford to do so and yet reap a profit, and a profit often larger than was obtained when the article was made merely by hand.

There was no sacrificing of prices in order that a competitor might be swept away. It was straight business. It was fair business.

It is herein that lies the difference between the department store and the labor-saving machine.

The department store is not satisfied with waging a just warfare, with waging a warfare on business lines. Its methods, on the contrary, are just the opposite. In order to secure trade it does not hesitate to hit below the belt, and to do so regularly and persistently.

Instead of putting an article on the market at a fair price and endeavoring by fair and legitimate methods to bring it to the

attention of the public, the rule is to cut prices so inordinately that it will prove an attractive bait to catch people upon.

There is nothing clever about that. Anyone can sell goods below cost. Legitimate business building demands ingenuity and enterprise, not faking.

It is obvious even to him who runs that there is very little analogy between the department store and the labor-saving machine or the opposition that is being engendered against the former.

THE BRITISH GALVANIZED IRON REDUCTION.

A COUPLE of weeks ago HARDWARE AND METAL referred to the advent of American galvanized iron upon the Canadian market, and it was at the same time pointed out that unless the makers in Great Britain came down in prices they stood to lose this market.

It is evident, however, that the British makers do not propose to surrender the Canadian market to their American confreres, the manufacturers of "Queen's Head" brand having this week notified wholesale dealers in Toronto of a reduction of about 10s. per ton in this particular brand.

This reduction in the primary market has been followed by a material decline in wholesalers' figures, and in case lots some of them at least are quoting "Queen's Head" as follows: 16 gauge, 3⅞c.; 18 to 20 gauge, 3⅝c.; 24 gauge, 3¾c.; 26 gauge, 4c.; 28 gauge, 4¼c. Small lots are, of course, ¼c. per lb. higher than the above figures.

At these figures it is expected that British galvanized iron will be able to retain its old position in Canada, the gauge of the American product being heavier, while the quality, it is held, is not as good.

WELL DONE, LEAMINGTON.

The merchants of Leamington have organized under the style of the Leamington Business Men's Association. The officers are:

Presidents, Geo. F. Cronk.
Vice-president, W. A. Gardiner
Secretary, James Fisher.
Treasurer, George Jackson.
Executive Committee, William Smith, W. J. Smith, W. D. Cox, F. Mettam, S. G. Morse.

Meetings of the association are to be held each Friday evening.

FIGHT FOR A SMELTER.

The battle between the towns of Belleville, Trenton and Madoc for the possession of the proposed smelting works which are to be used in reducing the ores of the mines in Hastings county was continued on Friday, when a deputation from Trenton interviewed the Ontario Government on behalf of that town. The speakers on behalf of the deputation urged that Trenton was on the line of the Central Ontario Railroad, which tapped all the mining districts, and that therefore, the sight of the reduction works should be there. A grant of $10,000 towards the works was asked, and it was stated that the railway had agreed to deliver ore at a reasonable rate, to extend its line to any point where business existed, and also to prospect the 75,000 acres owned by the company if the Government gave necessary assistance and provided a Government officer of assay. The deputation was informed that the Government would consider the claims of all the three municipalities. The deputation was composed of the following citizens of Trenton; Mayor Morrison, G. W. Ostrom, ex-M.P.P.; R. Weddell, D. Kinsella, P. J. O'Rourke, Rev. W. T. Wilkins, A. W. Hawley, George Young, editor of The Courier; Wesley Saylor, George Collins, Bruce Powers, John D. Evans and D. Golding.

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REVIEW OF THE PIG IRON TRADE OF 1896.

By Mr. George E. Drummond, Montreal.—Continued.

PERHAPS the keenest competition, in point of labor hat the Canadian producers have to contend with, is that of the negro and convict labor of Alabama, and other sections of the southern U. S. Mr. C. A. Meissner, formerly of Alabama, in a recent able paper contributed to the transactions of the Mining Society of Nova Scotia, says that "the peculiar labor and commissary conditions of the south give the producers of that section an advantage, on labor alone, of probably $3 or more per ton, over the Nova Scotian furnacemen." He says, "the worst feature of the southern labor conditions is the contract prison labor, which is a virtual system of legalized slavery. All state prisoners are auctioned off to the highest bidder, usually a mining company, and then penned up in a camp near the mines and made to work, the company feeding and housing them, besides paying the stipulated price to the state per man. This system naturally allows of very cheap mining, for, while the men are usually treated quite fairly, yet every effort is made to get the most work out of them for the least expenditure."

The absolute necessity of protecting the labor of Canadian workmen against that of Europe and the southern U. S. is apparent, and as for the necessity of protecting Canadian capital in the initial stages of the enterprise of iron making, it must be remembered that the Canadian furnacemen stand, as yet, in a very different position to that occupied by the iron masters of the U. S. and Great Britain, who now enjoy all the benefits of fully developed mines, and of perfected appliances for handling and shipping their ores, as well as all the advantages accruing to a long experience, and the possession of extensive plants, made possible by the large home markets that they enjoy.

The investment in permanent plant for the establishment of smelting works is very large, and the risk to investors greater than in almost any other enterprise, because if unsuccessful it means often a total loss of capital, as blast furnaces and their accessories cannot well be converted to other uses. In addition to this the Canadian furnaceman is at this disadvantage, that the mines of the Dominion not being fully developed, furnaces cannot be established until a sufficient supply of ore and fuel is not only discovered, but secured. Even when the ore is discovered, difficulties are experienced in securing control of it, the rights being often held by speculators at high prices. This difficulty overcome, the Canadian furnace owner has to undertake all the heavy cost and risk of opening up mines, many of which in the end may not prove commercially remunerative, by reason of the quantity and quality of the ore therein.

In these particulars the manufacture of iron from native raw material differs from the manufacture of any other articles now made in this country, because in the latter case the supply of raw material, which Canada is unfitted by nature to produce, can be obtained in the markets of the world as soon as the factories are erected and ready to manufacture.

In the U. S. to-day, the smelting of iron in blast furnaces is a comparatively simple operation, as the blast furnace proprietor purchases his ore and fuel of a specified analysis from the owners of the already developed and active mines. Where charcoal fuel is used he is often able to buy this in the open market from those who manufacture it for the profit they make out of the byproducts, such as wood alcohol, acetate of lime, etc. His investment and risk are therefore limited to the mere erection of a blast furnace and its accessories. He is not obliged, as the Canadian often is in charcoal furnace work, to carry a year's stock of raw material ahead, so that wood may be seasoned and initial and climatic conditions met, the American investment being therefore very much less, proportionately to his output, than that of his Canadian competitor.

The American Government, appreciating fully these initial difficulties, built up the great mineral wealth of that country by consistently (for now upwards of 34 years) protecting those private investors who undertook and so well succeeded in the work of opening mines and building up the industry.

4th. It is only just to the Canadian furnacemen of to-day to contrast the average prices which their American competitors were able to secure for their pig iron products between the years 1870 (when the war was over) and 1890—21 years—when the U. S. was busy building up her industry, and years during which the conditions in the U. S. may well be taken as analogous with existing conditions in Canada.

Reference to the second edition of Swank's "Iron in all Ages," page 514, will show that the average prices secured by American manufacturers during the period named, viz. 1870 to 1890 inclusive, for coke iron delivered at Philadelphia, was $25.25 per gross ton, and if we even go still further and include the unprofitable and often bankrupt prices of American pig iron ruling from 1891 to the present day, the average price obtained during the 27 years from 1870 to date, by American makers of coke iron, has been at Philadelphia no less than $22.72 per gross ton. Philadelphia is chosen as a base point, as it compares somewhat with the position occupied by such cities as Toronto, London and Montreal, not being an iron producing centre.

Still more marked were the high prices obtained during the years mentioned for charcoal iron, as against the prices ruling in the U. S. to-day. It is most interesting also to note the average figures realized by the Scotch iron masters for their pig iron products during the last 25 years, viz. from 1872 to 1896 inclusive. Statistics prepared by Messrs. Jas. Watson & Co., of Glasgow, Scotland, under date 7th January, 1897, show that the average price obtained for Scotch Warrants during the period mentioned was 54s. per ton, equal to $13.20 currency. Add to this the usual average difference between the value of Warrants and that of "maker's brands," viz. $1.50, it will be seen that the iron masters of Scotland secured for their "maker's brands" of pig iron a return of no less than $14.70 per gross ton.

It certainly speaks well for the financial strength of the Canadian producers of pig iron, that they have been able to keep their furnaces in blast against the competition of American furnaces during the past five years, when in addition to the initial difficulties and disadvantages already alluded to, they have had to face standards of prices for American iron that were often set by the returns received for bankrupt stocks.

Reference to approximate figures quoted in the Canadian Mining Iron and Steel Manual, 1896, page 310, show that from 1888 to 1895 inclusive, the Canadian manufacturer of coke pig iron has not received a greater average return than $15.50 per gross ton at the furnace in Nova Scotia, and it is a notable fact that to-day the Nova Scotian furnaces are only getting a return of from $11.50 to $12.00 per gross ton at the furnace, figures that are very considerably lower than the average price secured by the Scotch furnace masters during the past 25 years, competitive with what they are selling at to-day, and ridiculously small as compared with the returns secured in the same initial stages of the enterprise by their American rivals.

It is quite evident that a great part of the brunt of the early development has fallen on those Canadians who have invested in the enterprise of iron making, and not altogether, as claimed, upon the consumers and tax bearers of the country.

5th. Government encouragement is even more necessary to Canadian producers than it was to the pioneers of the iron trade in

Great Britain and the United States. The developed industry of the United States in 1896 is, in point of magnitude, as well as geographically speaking, a far more formidable rival to the Canadian producers of iron than any of the rivals with which the early producers of other countries have had to contend.

6th. Shall Canada safeguard the interests of these capitalists and workmen at present engaged in the manufacture of iron in this country, and who undertook the work in good faith under the policy adopted by the vote of the people in 1887, and which the latter have endorsed down to the present time?

The Canadian people cannot afford to be other than just and honest in dealing with the question, and they must not overlook the fact that whilst cotton, sugar, tobacco and kindred industries have enjoyed protection for upwards of 17 years, iron, which is naturally much slower of growth, where native materials have to be secured, developed, and utilized, has only had a protection for something less than nine years.

7th. Are our native furnaces producing a quality of iron suitable for the requirements of consumers?

Foundrymen, like doctors, often differ. Those in the trade know how often one foundryman will condemn as unsuitable for his purpose a brand of iron which another man in exactly the same line of business considers an ideal metal. Prejudice and theory enter into the question to a very considerable extent, and for that reason the sweeping assertion made by some consumers of iron that they cannot use Canadian iron must not be taken ipso facto. There are many iron founders in Canada to-day, who, aside from scrap iron, which must necessarily, to some extent, enter into their mixtures, use solely and alone the pig iron product of Canadian furnaces, and secure most excellent castings.

Admitted that for certain work it is desirable to mix say a western iron with, for instance, the product of Nova Scotian furnaces, in that case why not use, at least in part, the metal produced from Lake Superior ores by such a furnace as the one now located at Hamilton, Ont., rather than the ore produced from exactly the same ores by an American furnace? Wherein lies the difference?

Then if a further diversity of quality is really required, import from abroad for the present whatever may be actually wanted to make specially fine work. In the meantime let development go steadily on in all the provinces, the furnaces using ores from the Canadian shores of Lake Superior, rather than from the American shore, from Ontario, Quebec, and Nova Scotian mines

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What good is a man without it? What good is a business without it? **No good.** If you haven't got back bone enough to stand up behind your counter and sell a good article, for gracious sake get out of business. You're doing yourself no good, nor anybody else.

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until finally Canada, like the United States, shall be independent in the matter of her iron supplies.

Until as late as 1881 American foundrymen occupied the same position with regard to this matter of mixtures as the Canadians occupy to-day. Many of them until then had continued to import and use "Summerlee" and other such brands of Scotch and English iron, firmly believing that they could not get a perfect mixture with the product of their own furnaces. Under consistent protection the latter increased and multiplied. New mines were opened up in different portions of the United States., new ores came into use, American "Scotch" became a known quality of pig iron, prejudice was removed, and the use of foreign metal was discontinued. In due time the same state of affairs will be brought about in Canada.

8th. In event of our native industry being abandoned, upon what source of supply would Canada now, and for the future, have to depend for pig iron and the products thereof?

A reference to Canadian Government statistics, say from 1885 to 1895, or to the same figures given in the Canadian Mining Iron and Steel Manual for 1896, page 321, etc., will demonstrate the fact that the iron producers of the United States are rapidly driving the iron masters of Great Britain out of the Canadian market. As a matter of fact British iron is now but very rarely used in the iron foundries of Ontario, the largest consuming market in the Dominion. Take the figures on pig iron:

In 1885 we imported from Great Britain 34,773 net tons, and from the United States 7,389 net tons.

Within ten years it will be found that these figures are completely reversed.

In the fiscal year 1895-96 we imported from Great Britain 6,525 net tons, and from the United States 32,597 net tons, and the same progress is going steadily on in almost all other manufactures of iron and steel. Where formerly we used British steel boiler plates, structural iron for steel, etc, etc., we now use American. The only possible rivals now and hereafter to the American producers of iron and steel will be our own native furnaces and mills, and it is for the people of Canada to consider which is best, in the general interests of our country, to sustain and encourage.

9th. What has been the effect of the iron duties on the shipping interests of Montreal and other ports of the Dominion, and what

will be the effect on the railroad interests if the Canadian iron industry is injuriously affected by a change in the policy of protection and encouragement?

British iron to-day competes with American under exactly the same tariff. As already shown, the British iron masters have almost abandoned the market, acknowledging that they cannot compete with their American rivals. Quotations on British pig iron for delivery in Ontario towns run fully $2.00 to $3.00 per ton over those of equal manufactures of American make. Competition is impossible on these terms. If pig iron were admitted free into Canada the relative position as between the English and American iron producers would be unchanged, and not a single ton additional freight could be secured for Western Canadian points by the vessels plying between the British ports and Montreal, or other Canadian points. A glance at Government statistics will prove to the vessel owners that they can have no hope to increase the tonnage of pig iron from British or European ports by any decrease in the Customs duties.

It has been claimed that the iron duties injuriously affect the interests of the vessel owners by stopping the importation of bar iron. A further reference to the statistics will evidence the fact that so far as tonnage is concerned, scrap iron, the present raw material of the leading Canadian mills replaced for a considerable time the loss of bars, the vessels from London and such ports simply taking the tonnage which formerly came in the shape of bars from Liverpool and Glasgow. The Americans to-day are capturing even the scrap iron trade, the vessel owners losing, but not through the operations of the iron duties.

Any legislation tending to injure the native iron industry of this country will be a direct blow at railroad interests. This can be readily understood when the fact is considered that Nova Scotia, Quebec, and Ontario furnaces have to depend very largely upon the railroads for not only carrying their finished goods to the market, but first of all to bring the raw material to the furnace. It is only necessary to mention one or two cases in point as an illustration of what the manufacture of iron means to railroad enterprise.

For instance, the business of the Londonderry Iron Co., and the Nova Scotia Steel Co., Ltd., combined, means a revenue of $200,000 per annum to the Intercolonial Railway and connecting lines, a very important factor to the Government.

In the case of the charcoal iron furnace at Radnor Forges the revenue derivable therefrom by the railways amount to upwards of $35,000 per annum, and with the expected increase of operations at that point, which will assuredly come if a consistent policy of Government encouragement is maintained, these revenues will constantly increase.

Those interested in railroads in the United States and Great Britain appreciate most fully the great importance of the iron industry as a provider of freights, and it may be readily assumed that our own Canadian railroad managers also understand this thoroughly.

10th. Is pig iron a raw material or a finished article?

Presumably it will be admitted that the best gauge as to whether an article, which nature happens to have fitted the country to produce, is to be considered as a raw material or a finished article, is the amount of native labor employed to bring it to a merchantable stage. If taken on this basis the manufacture of pig iron from Canadian raw materials, by Canadian labor, must be considered a far more valuable enterprise to the country than the mere manipulation of the metal in the iron foundries of the country. It is quite safe to estimate that $2.00 is spent in labor in producing coke pig iron from the ore, where $1.00 is spent in transforming it into castings. In arriving at the relative value it must not be forgotten that the fuel used in our western foundries is invariably the product of American mines and of American labor. Where $10.00 is spent in labor (the raw material all representing labor) in producing coke iron in Nova Scotia, only $5.00 is spent in the labor of resmelting this pig iron into castings in the foundries of Ontario and Quebec. Where charcoal is used as a fuel in smelting native ores, as in the case of Quebec furnaces, the labor value to the country of such pig iron is from three to four times as great as that of smelting it into castings in the ordinary foundry. Pig iron then may well be considered a finished article, and should be protected and encouraged as such.

Consumers of iron have sometimes claimed that if they had their so-called "raw materials" (pig iron, etc.,) free, that they would be willing to have the protective duties on their own products lowered. The manufacturer of pig iron cannot occupy a similar position because his industry, being the initial one, he has no one to fall back upon, except indeed his workmen, a position which would certainly be detrimental to every Canadian interest.

11th. Shall we have a protective duty or a system of bounties?

Three leading interests are involved.—(1) The producers, (2) the consumers, (3) revenue.

Assuming that the object of all is to develop the manufacture of iron from native ores, and native ores only, it would be better

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to increase the bounty and decrease the duties. The experience of all who have taken part in the enterprise of iron-making in Canada is that whilst development has gone steadily forward, the business has not, in the nature of things, up to the present, proved a paying investment. Most of those now interested in a direct financial sense, might have done better to have simply invested their money in bank stocks, and allowed their workmen to seek employment in the United States or elsewhere. The facts in connection with the industry prove that in the present stages of development a less encouragement (protection and bounty combined) than is now afforded, would mean that progress would be seriously retarded. Supposing then that the present total amount of encouragement is allowed, make the duty $3.00 per net ton and the bounty $3.00 per net ton, and only pay the bonus when Canadian iron ores are used. This change would have the effect of encouraging producers of iron to develop the mines of the country, so that they might earn the bonus. The consumers would be able to purchase their materials $1.00 per ton less then at present, and as Canadian furnacemen have not for some time past taken advantage of the full amount of the protective duty (selling, as they do, their product to western consumers at almost 10 per cent. below the price of American iron, delivered duty paid) the Canadian consumers would be able to purchase their metal reasonably close to the prices paid by their competitors in the Northern American States. The revenue of the country would have the benefit of $3.00 per ton on such American iron as might be imported into the country for the present, all the interests being thus, as much as possible, conserved.

12th. Specific vs. ad valorem duty.

The experience in all iron producing countries has been that a specific duty is the only safe form of duty on pig iron. In the first place it is impossible to determine the value of pig iron in its natural form. Second, the freight from distant iron producing points, such as Great Britain and the Southern States, forms a very large part of the value of the iron itself; the only safe basis of valuation therefore is the point of consumption, and not at the works where the iron is produced. In adopting a specific duty the argument which obtains with regard to many other articles of consumption, viz.: that the poor man pays as much on his neccessity as the rich man on his luxury, does not carry weight with regard to pig iron, inasmuch, for instance, as the iron used in the manufacture of the rich man's furnace may, by reason of the greater weight of the casting, be of a poorer quality than that used in the poor man's stove, where the plate being very thin the metal used must necessarily be of strong and good quality. Further, the highest class of iron, and the most costly, viz.: charcoal iron, is most generally used in the manufacture of articles upon which the safety of human life depends. For instance, the manufacture of railway car wheels, electric trolley wheels, structural work for buildings, bridges, etc., etc.

Legislation, affording protection and encouragement, through bounties, should be left entirely in the hands of the Dominion Government.

The British North American Act of Confederation (of 1867) vested in the Dominion Government the regulation of Trade and Commerce (30 and 31 Vic. Cap. 3, clause 91.) Speaking specially for the province of Quebec, it was assuredly upon this distinct understanding that we became an integral part of the Confederation.

In November, 1894, the Government of Ontario, of which Sir Oliver Mowat was then Premier, placed upon the statute books of that province an admirable, but unfortunately sectional, Act, entitled "An Act relating to mines and mining lands," by which Ontario appropriated the sum of $125,000 to aid miners and producers of iron ores in developing the ore deposits of that province. Clause 12 of the said Act authorized the treasurer of the province to pay out to miners, or producers of ore, upon all ores which shall be raised or mined and smelted in that province, for a period of five years from 1st July, 1894, the equivalent of $1.00 per ton on the pig metal products of such ore, this to a maximum of $25,000 per annum.

The Act in question was only passed after a most careful examination into the causes that had, up to that time, served to retard the development of the iron industry in Ontario. The Local Legislature, in its wisdom, decided that it was of the utmost importance that the industry should be fostered, and secondly that the encouragement afforded by the Federal Government to the manufacture of iron from native ores, and which amounted to a combined duty and bonus of $6 per ton, was insufficient to bring about a successful establishment of the industry. They fully recognized the heavy initial expenses which would fall upon those undertaking the opening of the mines and the general development of the enterprise, and therefore determined to do what the Federal Government should have done, viz. to increase the encouragement. The Act of November, 1894, was the result. The Act in question, in other respects admittedly wise, unfortunately violates if not indeed the letter of the law as laid down in the British North America Act, certainly the spirit of that law, for in affording an undue advantage to Ontario producers of iron, it in effect legislates directly against freedom of business as between the provinces comprising the Dominion of Canada, several of which provinces, for financial and other considerations, cannot attempt at present to follow the lead of Ontario in affording similar additional encouragement to the producers of iron within their own boundaries. The considerations which led the Government of Ontario in November, 1894, to offer additional encouragement for the utilization of its ores, and the manufacture of iron therefrom, should have at least sufficient weight with the Dominion Government to prevent any possible reduction in the present Federal encouragement, and at the same time, in simple justice to the other provinces of the Dominion, and for the safety of inter-provincial trade and commerce, steps should be taken to rescind the Ontario Act in question, and preserve to the Dominion Government the sole control of the policy of encouragement.

MARKET.

Canada ranks, per capita, as a consumer of iron second only to Great Britain and the U. S., and as the country progresses her demand for iron and steel will increase not only in tonnage, but probably also in ratio.

It is estimated that since Confederation, we have imported iron and steel, and the manufactures thereof, to the value of nearly $400,000,000. With the natural advantages which the Dominion possesses for the manufacture of iron, is it reasonable that we should go on importing our requirements, and annually draining our country of enormous sums of money?

In an able article recently prepared by Mr. C. A. Meissner, manager of the Londonderry Iron Co., one avenue of development is pointed out in the opportune statement that "there is only one country under the sun with 15,000 miles of railway that does not manufacture a single steel rail, and that country is Canada."

Aside from pig iron and steel rails there is annually a very large consumption of bar iron and steel, hoop and band iron, iron and steel boiler plates and sheets, chain cables,

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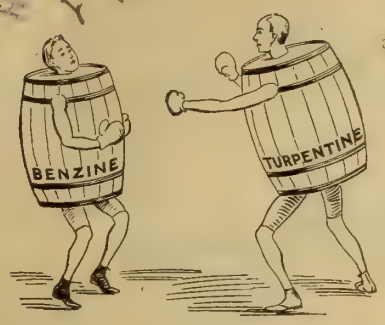

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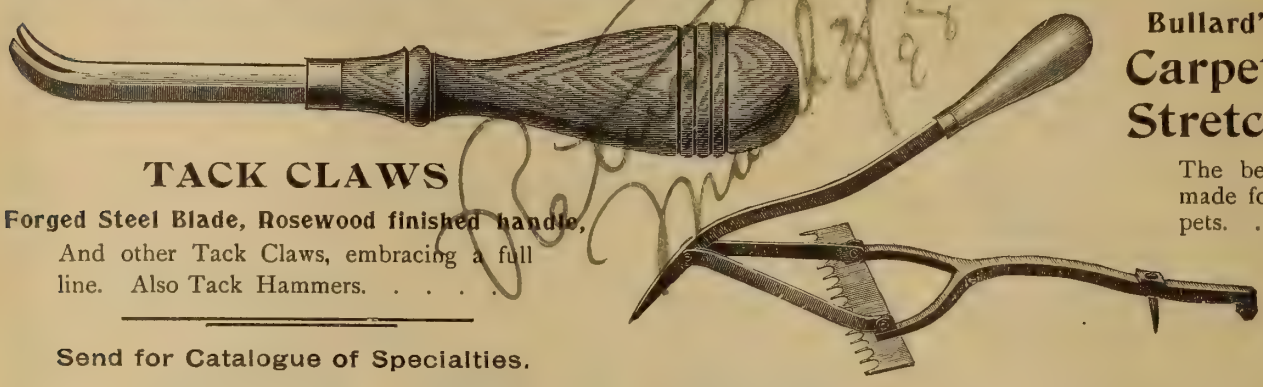

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slabs, blooms, bridges and structural iron and steel, iron and steel for ships, steel ingots, bars, billets and other forms of iron and steel, and the productions thereof, too numerous to mention, the greater portion of which is now imported into the country.

If the materials we are obliged to import came, as formerly, from Great Britain, Canadians might accept the situation. Unfortunately there is little hope of this. The mines of the Mother Country are in many districts well nigh worked out, the British iron masters have to increasingly depend upon a foreign ore supply, the cost of production being so much increased thereby that pig iron and finished material of American and German manufacture will not only have to compete successfully for a share of the home trade, but may in time actually have to be depended upon to supply actual requirements, unless, indeed, Canada and the other colonies come to the rescue, by building up industries that will make the Empire perfectly independent with regard to an article so absolutely necessary to the life of the nation as iron admittedly is. For the present Canada possesses an ample home market for the output of her coke furnaces, and not only a home demand, but the probabilites of a large foreign trade for her charcoal iron. Surely such an industry is worthy of a broad and comprehensive policy of encouragement from her Government and people; such a policy will give confidence to both capital and labor, so that the work of development may go forward without hindrance.

MILLS CLOSED DOWN.

THE Montreal Rolling Mills have been closed down for an indefinite period. Between three and four hundred men are thus turned idle. Mr. Wm. Macmaster, the managing director of the company, explained that he was very sorry; that they had kept open as long as was possible; but that they could not go on making material for which there was no demand at present.

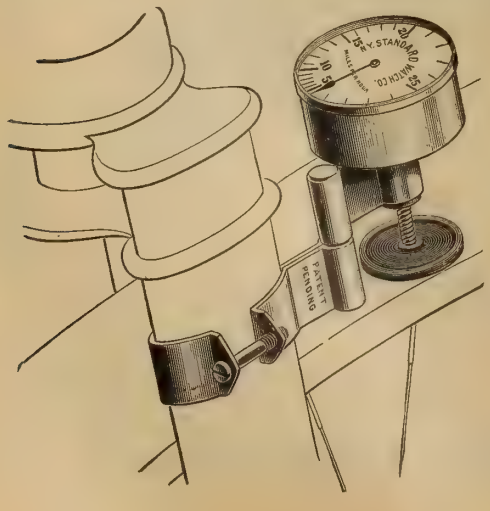
"The fact is, the country is waiting for the tariff, and we, too, are waiting. Tell me when the tariff will be settled and I will tell you when we shall resume work. Ask the wholesale hardware men and they will tell you that they have no stock worth speaking of. In fact, they are buying nothing at all for stock, and when they receive an order from a customer they simply telephone to the manufacturer to have the goods shipped from the point of production. Now, this feeling, which is engendered by the possibility of tariff change, is bound to re-act upon us.

"We have plenty of stock to supply all our customers, but we cannot afford to go on piling it up, not knowing what the changes will be like or how they will affect the trade. The nail and wire works are still going, and we are making all we can afford to make; but the general feeling that there should be no large buying until the tariff is settled, compels us to do as we are doing.

"It is noticeable that goods upon which there is no duty, as tinware, sell briskly, while all others, upon which there is duty and which may be subject to change, are stationary. There is a little buying here and there for actual need; none for stock. This is too significant for us to be indifferent to it."

CORRUGATED IRON AND FIRE BRICK WANTED.

The E. B. Eddy Co., Ltd., Hull, Que. are evidently not finding business at a standstill. They are asking for figures on an iron frame roof to be covered with bolted corrugated iron for the boiler house to be erected for the new eight-boiler battery, about the installation of which reference was made some time ago by this paper. Besides this, the company is in the market for 3,000 to 4,000 large key arch fire bricks, 17,000 to 20,000 square fire bricks and 7 or 8 tons of fire clay.



THE STANDARD TACHOMETER

Or Speed Indicator

AND ALL STANDARD CYCLE SUNDRIES

Caverhill, Learmont & Co.

MONTREAL, QUE.

THE

Special Spring Number

The Special Spring Number of THE HARDWARE AND METAL MERCHANT is now in active preparation. Those Advertisers who have not yet intimated their wishes are respectfully requested to do so immediately.

Novelties for Editorial Review should be brought to the notice of the Editor as early as possible.

Rates and all information respecting **Advertisements** on application ; or a representative will call if you desire.

Montreal Office,
Board of Trade Bldg.

Toronto Office,
26 Front St. W.

THE U.S. TARIFF BILL.

THE new tariff bill prepared by the Ways and Means Committee was submitted to the U. S. House of Representatives at Washington on Monday. Subjoined are the items of most interest to Canadians together with a comparison of the same under the present tariff.

	New Tariff Bill.	Present Tariff.
Timber for spars, wharves	1c. p. c.f.	free.
Sawed boards and other lumber of whitewood, sycamore, basswood, etc.	$1 per M. feet	free.
Sawed lumber, n. s. p.	$2 per M. feet	free.
Planed lumber, 50c. additional per M. feet for every side planed	50c. add'nl	free.
Tongued and grooved and planed one side	$1 add'nl	free.
Tongued and grooved both sides	$1.50	free.
Posts, poles and railway ties	20 p.c.	free.
Kindling wood, per b'dle	3-10c. p. ft.	free.
Cabinet woods	15 p. c.	free.
Clapboards	$1.50 p. M. ft.	free.
Wheel hubs	20 p. c.	free.
Laths	15c. p. M.	free.
Pickets	10 p. c.	free.
Shingles	30c. p. M.	free.
Packing boxes	30 p. c.	20 p. c.
Sugar, not above 16 D.S. and testing not above 75 degrees	1c. p.lb. and 3-1000c.ad'l p.deg. abv'e	40 p. c.
" above 16 D. S.	1.875c. p.lb.	⅛c. p. lb. and 40 p.c.
Molasses, above 56 deg.	6c. p. gal.	40 p. c.
Maple sugar and syrup	4c. p. lb.	
Lead ore	1c. p. lb.	¾c.
Lead, white and red	2½c. p. lb.	1½c. p. lb.
Iron ore	40c. p. ton	40c. p. ton.
Wood pulp, mechanically ground	1-12c. p. lb.	10 p. c.
Cattle	$6 to 30 p.c.	20 p.c.
Hogs	$1.50 each	20 p.c.
Horses and mules	$20 to 20 p.c.	20 p.c.
Sheep	$1.50	20 p.c.
Barley	30c. per bu.	30 p.c.
Buckwheat	15c. per bu.	20 p.c.
Corn	15c. "	20 p.c.
Oats	15c. "	20 p.c.
Rye	10c. "	20 p.c.
Rye flour	½c. per lb.	20 p.c.
Wheat	25c. per bu.	20 p.c.
Wheat flour	25 p.c.	20 p.c.
Butter	6c. per lb.	4c. per lb.
Cheese	6c. per lb.	4c. per lb.
Milk (fresh)	3c. gal.	free.
Beans	50c. per bu.	20 p.c.
Cabbages	3c. each.	30 p.c.
Eggs	5c. per doz.	3c.per doz.
Hay	$4 per ton.	$2 per ton.
Honey	20c. per gal.	10c. p. gal.
Onions	40c. per bu.	20c. p. bu.
Potatoes	25c. per bu.	15c. p. bu.
Fresh water fish and herring	½c. per lb.	½c. per lb.
Herring, pickled, dried or salted	1c. per lb.	½c. per lb.
Mackerel, salmon, etc., smoked, salted, etc.	1½c. per lb.	½c. per lb.
Apples	25c. per bu.	20 p.c.
Dried apples	3c. per lb.	20 p.c.
Beef, mutton, pork	2c. per lb.	20 p.c.
Poultry, live	3c. per lb.	2c. per lb.
" dressed	5c. per lb.	2c. per lb.
Coal, bituminous	75c. p. ton.	40c. p. ton.
Coke	20 p.c.	free.
Leather, tanned	10 p.c.	10 p.c.
" dressed and finished	30 p.c.	20 p.c.
Boots and shoes	20 p.c.	20 p.c.
Binding twine	free.	free.
Hides	free.	free.

In the wool schedule wool such as has usually been imported from Canada is taxed 11c. per pound; Canada long wools, 12c. per pound; wools of the first class, imported washed, shall pay double duty; and wools of the first and second classes, imported scoured, treble duty; unwashed wools shall be considered such as shall have been shorn from the sheep without any cleansing; washed wools such as have been washed with water only on the sheep's back, or on the skin. Wool washed in any other manner shall be considered as scoured.

Produce of the forests of Maine, on the St. John and St. Croix rivers, owned by American citizens, and sawed or hewed in New Brunswick, is to be admitted free.

It is provided that in case a foreign country imposes an export tax on lumber, then an ad valorem duty of 25 per cent. shall be added to the regular duties on lumber from that country. Provision is also made for an additional duty equal to any export duty levied on fish.

The reciprocity scheme authorizes the President to lower duties on argols, silks, champagnes, brandies, still wines, mineral waters, paintings, statuary, sugar and molasses, in return for concessions to goods of the United States, and to place duties on coffee, tea and hides to secure concessions.

TRADE WITH SOUTH AFRICA.

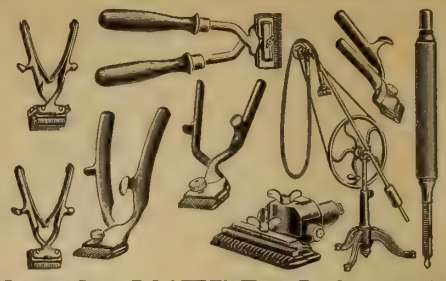
A MEMBER of the Montreal Board of Trade communicated the following extract from a private letter which he had received from a friend in South Africa:

"I am daily impressed with the possibilities of a good trade being done with Canada in many lines of goods that are now coming from the United States in large quantities, but the Canadian Government should appoint a commissioner or something of the kind and open up a sort of permanent exhibition or sample room. For instance, there are thousands of tons of American flour and corn coming here, and I do not see why Canadian millers could not compete equally as well for the trade. Then, again, there is furniture, boots and shoes, cheese, butter, hams, bacon, agricultural implements and scores of other things. I hope you will talk up the matter when you have an opportunity with those that an export trade would benefit. A good winter apple should arrive here in good condition and will sell well; a miserable thing here sells four for a shilling. Some apples were sent from Tasmania a short time ago and arrived in good condition."

Surely Canadian merchants are as enterprising as their cousins south of the line. It may be quite proper for the Government to appoint a commissioner and open a sample room for Canadian goods, but this in itself will not bring trade to Canada unless the Canadian merchant supplements it by energetic efforts of his own.

If United States flour, corn, furniture, boots and shoes, cheese, butter, hams, bacon and apples go to South Africa, there is no reason Canadian products should not do the same. There is certainly a first-class opportunity for our millers, and exporters of cheese, butter, provisions and apples.

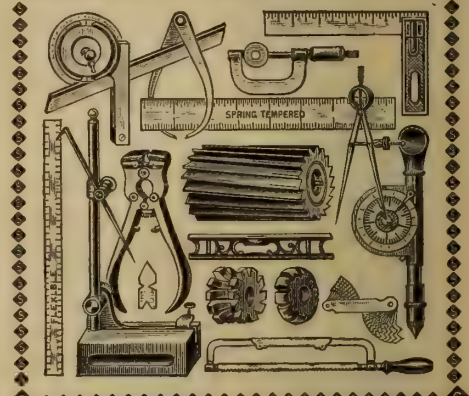
It is quite possible that a lot of these Canadian products do go to South Africa, but they do not go direct, but via Great Britain. This is not right. The more direct the relations between the point of consumption and the point of production, the more profit and economy there is for all parties concerned.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO., Worcester, Mass.** Catalogue on application.

CLOCK AND TOY MOVEMENTS
Cyclometers
Brass Models, Door Bells and Burglar Alarms
SEND FOR CATALOGUE
THE STAR MANUFACTURING CO.
New Haven, Conn.

STARRETT'S



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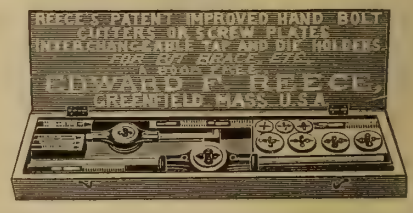
98 Page Catalogue Free.
THE L. S. STARRETT CO. Box 5
ATHOL, MASS., U.S.A.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



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Temple Building, 185 St. James Street, Montreal.
The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively
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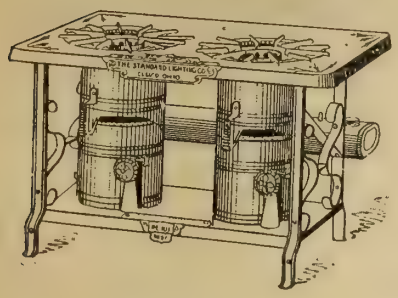


Blue Flame Oil Stoves

WE are the pioneers of these goods in Canada, and still retain the control of the STANDARD LIGHTING Co's, Cleveland, O., make; inventors of this Stove, of which we sold over 1500 last year. No soot—no smoke—no offensive odor—perfect combustion.

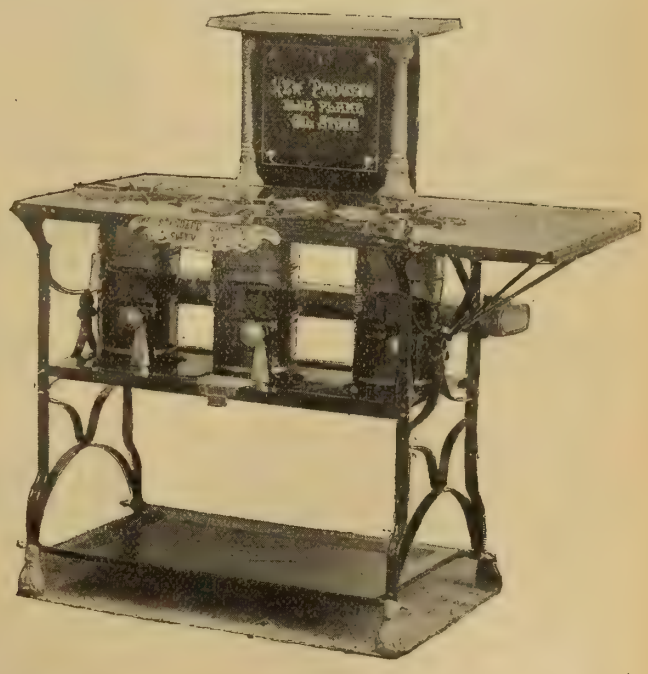
See improvements for this year:—
Ever-ready Wick Adjuster,
Automatic Drum Raiser.

WE SOLICIT YOUR TRADE

These Goods are the best to be had at any price. Our line of sizes is complete.

DESIGN
MATERIALS
WORKMANSHIP
and FINISH
ARE THE BEST.

The principle involved in the operation is scientifically correct. Their performance is perfect. The price is right. These goods have stood the test; imitators have yet experience to gain.



THE . . . .

Thos. Davidson Mfg. Co. Ltd.

SEND FOR CATALOGUE.

MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 19, 1897.

HARDWARE.

THERE is no improvement in the demand for general hardware. In lines that are not likely to be affected by changes in duty some fair orders for future shipment are noted, but otherwise the market is as dull as ditch-water. One of the big rolling mills has closed down here indefinitely, owing to the uncertainty, and there is a general complaint about business in staples being abnormally tied up.

BARBED WIRE — Continues dull and unchanged. We quote as follows: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f. o. b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

FENCE WIRE—Demand remains quiet. Discounts are: 25 per cent. off the list 4 months or 3 per cent., freight prepaid, on lots of 1,000 lbs. where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—There is a very moderate enquiry. Discount on coppered spring wire, etc., are 25 per cent.

WIRE NAILS—Enquiry is strictly confined to positive necessities. Discounts are: 80 and 2½ off f. o. b. Montreal, in this province, and 80 off in Ontario, with delivery of 10-keg lots where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—The same remarks apply to cut nails. We quote: $2.15 per keg f. o. b. Montreal for Quebec, with delivery of 10-keg lots in Ontario, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There is a small demand for horse nails, discount being 50 per cent.

HORSESHOES — A few small quantities of these are moving out. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25 assorted, $5; steel toe weights, $5.50.

SCREWS — Enquiry for these in a small way is fair. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—There is no change in this line, business ruling quiet at 10 to 12½ per cent. discount.

BOLTS, ETC.—Demand continues quiet. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

IRON RIVETS — Dull. We quote discounts at 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs; tinned iron rivets, 65 and 5.

COPPER RIVETS — Continue quiet at 50 per cent.

WASHERS—Discount 55 per cent., with little doing.

CORDAGE—Dull, but steady. We quote sisal at 6¾ to 7c. for 7-16 and upwards and manilla at 8¼ to 8¾c. for 7-16 and upwards, and 8¾ to 9¼c. for smaller sizes.

CHURNS AND WRINGERS—Asked for to a moderate extent, with the basis of value as before.

SPADES AND SHOVELS—In moderate enquiry, with discount 45 per cent.

AXES—Very little doing, and values continue steady at $5 to $9 per box.

BUILDING PAPER—Quiet and steady. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—Continues as noted a week ago.

WARE—There is a fair enquiry for all kinds of tinware, also for dairy and sugar-makers' furnishings.

CEMENT—Stocks of cement here are light, but the demand is not brisk. We quote English brands at $2.05 to $2.15, and Belgian at $1.90 to $2 per bbl., ex store.

FIREBRICKS—There are a few small lots of firebricks moving at $17.50 to $22.50 per 1,000, as to brand.

METALS.

The market for heavy metals is very quiet and without special feature. The only change in prices is a decline in pig lead of 25c.

PIG IRON—Demand continues quiet. We quote: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—Without change, and it is not certain that a round lot would not be shaded. We quote $1.50 to $1.55.

BAND IRON—Quiet and steady at $1.75.

IMPORTANT ANNOUNCEMENT.

TIN PLATES — 4,000 Boxes — Bradley, P. D. Crown } Standard Sizes

GALVANIZED IRON — 800 Cases — Moorwoods, Lysaght's — Lion, Queen's Head, Flower, Rideau } 16 to 28 Gauge

The above was slightly damaged by water; but has been dried and cleaned, and is practically as good as ever.

Will be sold in quantities to suit purchaser at Less than Market Prices.

THE McCLARY MFG. CO. { LONDON, TORONTO, MONTREAL WINNIPEG, VANCOUVER.

1897 IMPROVED 1897

STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.
Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
HAMILTON, ONT.
Eastern Depot, 422 St. Paul St., MONTREAL.

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

•FIREBRICKS•

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.
30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH
Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.
For sale only by
THE
Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO, MONTREAL, LONDON, OTTAWA
British and Belgian Plate Glass also in stock.

SUMMER
Sporting Goods

FISHING TACKLE, LACROSSES, FOOTBALLS, BASE BAGS, PUNCHING BALLS, TENNIS, BOXING GLOVES, Etc. Our TACKLE stock is the finest in the Province, and we pay special attention to Mail Orders. Send for Catalogue B.

The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

HOOP IRON—A few small lots at $2.25 makes that the basis.

SHEET STEEL—Slow and unchanged at $2.60 to $2.70.

SHEET IRON—A few small lots on the basis of $2.50 sum up the business doing.

GALVANIZED IRON— Business is light, both from stock and for importation. We quote $4.75 to $5.

TINNED IRON—Quiet, as last noted, at $5.50 up to 20 gauge.

LEAD PIPE—A few small orders were noted on the basis of 7 to 7½c., with 30 and 5 off.

PIG LEAD — Rather easier with demand very light. We quote a decline of 25c. at $3.50.

INGOT TIN — Steady but dull at 16 to 16½c.

INGOT COPPER—The movement is light and prices unchanged at 12 to 13c.

SHEET COPPER — Stocks are light and values firmly held at 17½ to 18c.

IRON PIPE—Very quiet. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE — The firm tone is fully maintained, though demand is quiet. We quote $2.60 to $2.65.

TIN PLATE—Firm and unchanged. We quote: Coke, I.C., $3.25 to $3.45; charcoal, I.C., Alloway, $3.45; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do, I.X,, $4.50.

COIL CHAIN—One house here controls the great bulk of the stock. Values are firm.

BOILER PLATE — Slow and unchanged, at $1.90 to $2.

TERNE PLATE —Firmly held under very light stocks, at $6.25.

SOLDER — Quiet and steady, at 10½ to 11c.

SHEET ZINC — Dull, as last quoted, at $5 to $5.25.

SPELTER—Steady, under a small demand, at $4 to $4.70.

ANTIMONY— Unchanged at 10c.

SCRAP IRON—Prices continue nominal.

PAINTS AND OILS.

There is a fairly good demand for paints, oils and varnishes, especially for forward delivery after the freight rates come down. The firm feeling in white lead is maintained. Linseed continues much the same as it was, and other lines are the same as they were.

WHITE LEAD—Prices are: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Continues as last quoted: 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Rule firm with a fair demand.

BABBIT

Small or Large Quantities
Every Quality
HARRIS
Headquarters for Mixed Metals

W. G. HARRIS
25-31 William St. - Toronto
TELEPHONE 1729

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

WESTERN ASSURANCE COMPANY
Incorporated 1851.
Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

PUTTY—We quote best brands, bulk, $1.75, and bladder, $1.90.

GUM SHELLAC—Sales were made this week at 27c. for pale orange.

PARIS GREEN—Without change.

LINSEED OIL—Quiet; raw, 44c.; boiled, 47c. per gallon; 5-barrel lots 1c. per gallon less.

TURPENTINE—Firm as last quoted, viz.: 44c. in single barrels and 43c. for 5-barrel lots.

VARNISHES—Continue in fair demand.

SEAL OIL—Ranges from 48 to 50c. for steam refined, and 40c. for straw seal.

CASTOR OIL—Dull at 8½ to 9c.

NAVAL STORES—Much as they were. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

GLASS.

The firm feeling is maintained abroad, and local values are steady. We quote: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

CHEMICALS, ETC.

There is no change in chemicals. We quote: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50; glycerine, per lb., 22 to 25c.

HIDES.

Continues as last quoted: Beef hides, 7, 6 and 5c.; lambskins at 90c. and calfskins at 7c. for No. 1, and 5c. for No. 2.

PETROLEUM.

Demand fair and prices unchanged at 15½c. for car lots of Canadian refined; smaller lots, 16½c.

COAL.

As last quoted: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4 per ton of 2,000 lbs.

ASHES.

Quiet and unchanged. We quote: First pots, $3.35 to $3.40; seconds, $3.05, and pearls, $4.50.

ONTARIO MARKETS.

TORONTO, March 19, 1897.

HARDWARE.

A BETTER feeling seems to prevail. The volume of business is much about the same as a week ago, but enquiries for prices are coming in more freely. It is evident, however, that the tariff question is interfering with business, the large orders that are usually looked for at this time of the year not being yet forthcoming. Orders for barb wire are a little more numerous than they were. The same may be said of plain wire. The demand for nails, both cut and wire, is, if anything, a little better than it was. Horseshoes are exhibiting a little more activity. Increased business is also to be noted in brass butts, rope, churns, spades and shovels.

BARB WIRE — Orders are coming in more freely, although the quantities wanted are small. We quote as follows: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c extra will be charged Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—The slight improvement noted last week has been maintained, although the orders are of small dimensions. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—The demand during the past week has been a little stronger, both for ordinary bright and coppered spring wire. We quote: Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS — Orders are coming in nicely. Discounts, 80 per cent. Ontario, with 10-keg lots delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 and 10 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f.o.b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—Business in this line is a little larger in volume. Base price $2.15 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is steady at the unchanged discount of 50 per cent.

HORSESHOES — Are moving more freely. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—Business continues good. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—The increased demand noted last week appears to have been maintained. Discounts, 10 to 12½ per cent.

BOLTS—A nice trade is being done in all kinds of bolts. The cause is doubtless the recent reduction in prices. Discounts are now: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb.; ¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS—Are in better demand than for some time. Discount, 17½ per cent.

RIVETS AND BURRS—Business continues fair. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—A slight increase in business is to be noted. We quote: Sisal, 7-16 in. and larger, 6⅜c.; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Are still going out freely. Discounts: 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Are inclined to be quiet. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS — The demand is active, particularly for cheaper grades. Discount, 45 per cent.

MECHANICS' TOOLS — The demand is fair and much about the same as a week ago.

AXES — Quiet at $5.25 to $9 per box.

BUILDING PAPER — The improvement in business noted a week ago appears to have been maintained. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING — Business is quiet. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—The demand for granite ware is being well maintained. Sap buckets and

creamery can trimmings are going out nicely, but milk can trimmings are still slow.

PLUMBERS' SUPPLIES—Business shows no new features.

HINGES—Trade is fair. A reduction of 15c. per 100 lbs. has been made in barn door hinges. We now quote: Screw hook and hinge, 6 to 10 inch, $3.50 to $3.60 per 100 lbs.; 12 inch up, $2.50 to $2.60 per 100 bs. Discount on T and strap hinges, 70 per cent.

CEMENT—Our quotations are 20 to 50c. higher. Trade is beginning to pick up. We quote in car lots: Canadian Portland, $2.50; English do., $2.75; Belgian do., $2.50; Canadian hydraulic cements, $1.10.

CUTLERY—A fairly good sorting-up trade is being done, particularly in razors and pocket knives.

SPORTING GOODS.—A fair number of revolvers and cartridges are going out, but not many guns or rifles are wanted.

METALS.

One of the features in the metal trade is a decline in the price of "Queen's Head" brand of galvanized iron to meet the competition of the American article. Trade is a little more active in sheet steel, galvanized iron, tinned iron, Canada plates, tinned plates, etc.

PIG IRON—We hear of nothing doing locally, and the United States market is dull and prices weaker.

BAR IRON—Trade is about the same as last week, shipments not being large. The base price, f.o.b. factory, is $1.40 to $1.45, and from stock $1.55 to $1.60.

HOOP AND BAND IRON—The improvement noted last week has been maintained. We quote $2.25 per 100 lbs.

SHEET STEEL—Trade during the past week has been a little more active, particularly in the lighter gauges. We quote as follows: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—Trade remains steady. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—The manufacturers of "Queen's Head" brand have notified Toronto jobbers of a reduction of 10s. per ton in price in order to meet American competition. It will be noticed that there is a wide range in quotations on American galvanized iron. This is due to the fact that the makes are of different quality and weights. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON—Trade has improved considerably in this line during the past week, all gauges from 22 to 28 being called for. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Trade continues fairly good. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Business is moderate only. Discounts, 60 and 5 per cent.

PIG LEAD—Trade is about the same as last week. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER—No improvement. We quote large lots at 12⅝c. and small lots at 12⅞c.

INGOT TIN—Quite a demand has been experienced during the past week, some nice shipments having been made. We quote: 16¼ to 16½c. For large quantities these figures can be shaded.

SHEATHING COPPER, ETC.—Trade has been rather quiet in sheathing copper. Braziers' has, on the other hand, been going out a little better than ordinary small sheets. We quote; Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE—Trade is quiet and featureless. We quote: ¼-inch, 60 and 5 per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 50 per cent.; ¾ to 2 inch, 50 and 5 to 50 and 10 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—There have been a few of these moving. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Business is a little better than it was a week ago, and prices are firm. A few import orders for fall delivery have already been booked. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—Have been moving freely. We quote: Cokes, $3.15 for 14 x 20; do. squares, $3.25 to $3.50; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN—While orders are not as large as they were, they have been, during the past week, more numerous. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES—Trade is quiet. We quote: I C, $6; I X, $8.

SHEET ZINC—Demand is fair. We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Still quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—The demand continues good. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

An odd import order is still being booked for window glass, but in general trade is quiet. Plate glass is in much the same position. We quote from stock: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

OLD MATERIAL.

The improvement in business noted a week ago appears to have been maintained. Prices are unchanged. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

PAINTS AND OILS.

The country trade is gradually but surely improving day by day, and some fair-sized orders are being placed for April shipment. Much improvement is looked for when the tariff matters are settled. Stocks are small and with returning confidence a better trade is anticipated from this forward. In some lines, such as zinc and red lead, the stocks are hardly sufficient for local requirements until the opening of navigation, consequently there is some hardening of values. There is every disposition to ask for higher figures for putty, and it is thought $1.90 per 100 lbs. for putty in bladders will be the minimum. Ready mixed paints are being sold freely; in fact, the shipments in this branch are increasing year by year, and the large manufacturers are making special arrangements to cater to the liquid paint trade. Paris green is now going off more freely. With the spraying season close at hand, it is expected we will see higher prices very soon. Painters' sundries: No change. Shellac: Slack demand at slightly lower rates. Castor oil is scarce on spot.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; Boiled, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote as follows: 1 to 4 barrels, 46c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages

charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

Gum Shellac—30 to 35c.

Castor Oil — In cases, 9c. per lb. and 9½c. for single tins.

Litharge and Orange Mineral—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

Pumice Stone—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

Putty—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

Paris Green—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

SEEDS.

Markets show more life with approaching spring demand, and in sympathy with other leading centres red clover is somewhat firmer. Timothy is also firm, but no material change has taken place in prices. Alsike, however, shows no improvement. Present prices to growers at outside points in red clover range from $4.50 to $5; timothy, $1 25 to $2.50, and alsike $2.50 to $4 per bushel. Wholesale jobbing prices, after freights and recleaning added, are somewhat over these figures.

PETROLEUM.

Business is much as before. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

Hides—Continue firm, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

Calfskins—Market is dull at 7 to 8c. for No. 1 and 5 to 6c. for No. 2. Sheep and lambskins, $1.10 to $1.20.

Wool— The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

There is a scarcity of castor oil on spot.

Barn door hinges have been reduced 15c. per 100 lbs.

A meeting of the Stamped Ware Association of Canada was held in Toronto on Wednesday. No changes were made in prices.

H. C. Canfield, manufacturer of mechanical rubber goods, Bridgeport, Conn., will soon put a new patent basin plug on the market.

The Double Truss cornice brake is now used in a great many shops in Canada and everyone who has used it has a good word for it. The manufacturers have a great many unsolicited testimonials which speak well for it. Anyone wanting a first-class brake at small cost should correspond with the company at Shelburne, Ont., before buying elsewhere.

EFFICIENT
DURABLE
UNIFORM
RELIABLE

NICHOLSON FILE CO.
Providence, R.I., U.S.A

A COMPLETE LINE OF PERFECT GOODS.

MARLIN REPEATING RIFLES

Are made in all calibres and styles, giving a complete line of Repeaters.

MARLINS excel because they are the only Repeaters with Solid Top Receiver and Side Ejection.

They have fewer parts than others and are constructed so as to be durable. Convenient to take apart and put together owing to simplicity of construction. Write for complete Catalogue.

THE MARLIN FIRE ARMS CO.,

For Sale by all Prominent Jobbers. New Haven, Conn

UNITED STATES MARKET.

New York, March 19, 1897.

Pig Tin—Weak cables from London along with slightly freer offerings of spot tin, served to weaken prices in the absence of offsetting feature. Speculators offered publicly at 13.35c., net cash; for prompt or near the market remains extremely flat, and merely fair purchases are being made by consumers and dealers.

Copper—Buying interest has increased slightly, and negotiation serves to show that 11¾c. could be obtained for Lake Superior ingot. If fact, there were enquiries at that rate, and comparatively few sellers at below 12c. No important business resulted as far as known. Electrolytic is selling somewhat better than Lake Superior ingot, but at irregular prices. The extremes are 11¾ to 11⅝c. Casting stock is also variable, and quoted at 11⅛ to 11½c., according to brand.

Pig Lead — Cheap lots of common domestic were closely taken up and bids of 3.40c. refused for a considerable quantity. In short, it looked very much as though sellers at less than $3.45c. here, or below that basis, have become extremely few. The demand was merely fair, however, and extended to larger quantities than car lots in instances only. London cables quoted £11 11s. 3d. for soft Spanish.

Spelter—Dealings continue light in this market and the demand is mostly of quasi retail character. There is no pressure of stock upon the market, however, and prices are held firmly at 4.15 to 4.20c. for prime Western. London cable quoted £17 6s. 3d. for good merchant brands.

Antimony—The market remains very quiet, with prices steady. Regulus quoted at 7¼ to 7½c. for Ceokson's, 6⅞ to 7c. for Hallett's, and 6⅞ to 7c. for Japanese.

Tin Plate—American makers are offering freely for May and June delivery, particularly of 90 and 95-lb. cokes, sales of which have been made at $3.02½ and $3 the past few days. Cheap prices are the rule for other lines of plate, but dealings continue slack and the general demand slow.

Iron and Steel—The market for pig iron is without improvement. Only fair business is being effected and prices continue rather weak, but without radical change.

Old material is without positive change in price and moves slowly.

PERSONAL MENTION.

Mr. Fulton, representing the Consumers' Cordage Co., Montreal, was in Toronto this week in the interest of his firm.

Mr. James Davidson, president of the Thos. Davidson Manufacturing Co., Ltd., Montreal, was in Toronto on Wednesday.

Mr. W. A. Gunn, secretary of the McClary Manufacturing Co., London, Ont., is spending a few days in Toronto this week. He is accompanied by Mrs. Gunn.

The firm of J. Milne & Son, general merchants, Stirling, have made an assignment to P. Parker. The liabilities are placed at $6,000, with nominal assets at $9,500.

PREPARATION OF MICA.

The preparation of mica for electrical purposes with accuracy and proper selection of grade is a feature in great demand by electricians. Montreal for a long time depended on jobbers, and in fact amateurs, to supply this necessary material, but now W. F. Smyth & Co. have all facilities for producing mica in all sizes right from the crystal to serviceable mica.

CONSUMERS' CORDAGE CO.

The annual general meeting of the shareholders of the Consumers' Cordage Co., Ltd., was held last Thursday at the head office. The annual report and statement were adopted. The following were elected directors for the ensuing year: Elisha M. Fulton, James Crathern, James Wilson, R. Wilson-Smith, R. D. McGibbon, Q. C., Willard P. Whitlock and H. L. Rutherfurd. Mr. George Creak was elected auditor, and at the meeting of the directors, Mr. E. M. Fulton was elected president and general manager; James Crathern, vice-president; and Mr. Norman Wight, secretary.

Roof Talk

Did you know that the life of an Iron or Steel Roof is as long if not longer than that of any material ever used for a Roof? And consider how much cheaper its first cost is. To learn all about it write us for free pamphlet.

Sheet Metal for Structural Purposes a Specialty.

Quality

When a man talks price to you,
Ask him about Quality.
When a man talks quantity to you,
Ask him about Quality.
When a man talks merit to you,
Ask him about Quality.

"THAT'S OUR STRONGHOLD"

. . IN . .

Roofing, Siding, Ceiling, Metallic Lath, etc.

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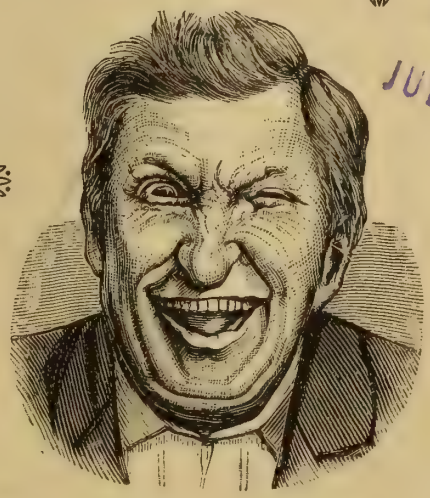
JUL 17 1897



HAPPY MAN

Because he handles our goods and has **satisfied** customers.

GET OUR CATALOGUE

on Sheet Metal Building Materials
We have all the desirable designs.

No After Trouble with Pedlar Patent Steel Shingles.

THE PEDLAR METAL ROOFING CO.

Head Office and Works: OSHAWA, ONT.

ESTABLISHED 1839

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

ABOUT THE NICHOLSON FILES.

One of the most ambitious and at the same time really artistic forms of advertisement that we have ever seen is that just gotten out by the Nicholson File Co., of Providence, R.I. It is a reproduction from original large water-color paintings of their four factories, showing them grouped in ellipses in a most tasteful manner. At the top, and occupying a somewhat greater ellipse than those occupied by the company's other two large factories, is the picture of the largest works and main office at Providence, R.I. Below, and on either side, are representations of their Great Western Works, at Beaver Falls, Pa., and American Works, at Pawtucket, R.I., respectively, while daintily placed between the two latter is a picture of the "X.F." factory, for the working of "X.F." or fine workers' files, which adjoins the Nicholson factory in Providence. The coloring of these is perfect and the perspectives accurate, so that while subserving the purpose for which it was designed, namely, to give observers a true idea of the nature and extent of the factories of the Nicholson File Co.,, the picture goes beyond and impresses a beholder as a really beautiful work of art. The picture is framed in a solid oak frame, finished in the natural color of the wood, giving the whole a rich and substantial appearance.

The company has also gotten out a smaller picture of their Great Western works alone, drawn and finished in the same way, but showing those works on a larger scale than naturally could be done on the larger group picture. This is framed in oak, finished dark, and makes a most attractive representation of this branch factory.

The two pictures surpass, if possible, in artistic merit and general effectiveness the previous advertising efforts of this concern, and rightly impress one with the magnitude of its plant and business.

THE BUSINESS TO BE WOUND UP.

The assets of The Young & Bro. Co., plumbers' supplies, etc., Hamilton, are placed at $17,650 and the liabilities at $63,594. The Morrison Brass Co., of Toronto, are creditors for $5,800, the Steel-Clad Bath Co., of the same city, for $3,191, and the Hamilton Blast Furnace Co. for $2,500. At a meeting of the creditors held a few days ago no offer of settlement was made, and the following inspectors have been appointed, with instructions to wind up the estate: Messrs. John Pottenger, manager of the Merchants' Bank; Robert Hobson, of the Blast Furnace Co., and James Clark, of the Morrison Brass Co.

Sanders, Soule & Casselman Co., general store, produce, etc., Chesterville, are applying for incorporation.

A BUSINESS DEAL.

A press despatch under date of Guelph, March 15, says: "Mr. Chas. Raymond has retired from the Raymond Manufacturing Co. On Saturday last Mr. Raymond completed negotiations with Mr. C. Kloepfer to sell to him all his stock in the company. The transaction was characteristic of the two gentlemen, all the negotiations having been completed within half an hour, and with the best of good feeling. Mr. Raymond says he will continue to watch with interest the continuance of the business he has done so much to build up, which has made his name a household word throughout the length and breadth of the Dominion, and which has done so much to promote the prosperity of the city of Guelph."

A TAX ON DRUMMERS.

The Dominion Commercial Travelers' Association, of Montreal, have been urging the Montreal Board of Trade to take up the subject of the New Brunswick tax on commercial travelers. Last week the Council of the board adopted the following: "Resolved, that the Council of the Montreal Board of Trade, having learned that the Provincial Legislature of the province of New Brunswick contemplates imposing a special tax on all commercial travelers entering that province, hereby urges the St. John Board of Trade to use its utmost endeavor to secure the withdrawal of such an obnoxious measure."

BLUE ROCKS **BLUE ROCKS** **BLUE ROCKS**

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

Binder Twine

Warranted
PURE
MANILLA
650 ft. to the lb.

BLUE RIBBON **RED CAP**
BLUE CROWN **RED CROWN**
STANDARD **WHITE SISAL**

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

Plumber and Steam-Fitter

NO important contracts have been awarded in Toronto during the past week. Business, however, is fair for this time of the year, although new work is nearly altogether confined to overhauling and repairing. A good deal of figuring is being done, and a great deal more activity is anticipated by master plumbers and steam-fitters.

PERFECT CONSUMPTION OF GAS.

The question as to whether illuminating gas or fuel gas is completely consumed in an ordinary burner possesses a considerable interest, says Science, not only from an economic, but also from a hygienic standpoint, since even small quantities of carbonic oxide are dangerous to health. Investigations have shown that in free burning flames, as well as in the Welsbach burner, practically no unconsumed gas is given off, but doubt has been thrown by the experiments of Vivian B. Lewes on flames which impinge on cool surfaces, as in gas stoves for cooking and under water baths in the laboratory. This point has been carefully studied at the Technische Hochschule at Karlsruhe, Germany, by F. Haber and A. Weber, and their results show that with a sufficient supply of air, even under cold surfaces, the gas is completely burned, but if the air supply is insufficient, decided quantities of carbonic oxide may be formed. Thus with the laboratory Bunsen no danger is to be apprehended, but with gas stoves care is necessary to see that there is a plentiful air supply.

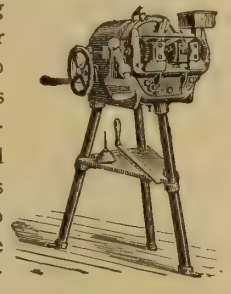
PROTECTION AGAINST FIRE FROM HEATING PIPES.

In speaking of the destruction by fire of the residence of Prof. John Williams White, at Cambridge, Mass., M. W. Fitzsimmoms, supervisor of plans in the Department of Building Inspection of Boston, said that such calamities could be averted by the construction of wooden buildings in a manner to prevent fire spreading from one storey to another, up between the partitions and wall studs, which form perfect conduits. He said that wooden buildings should have fire stops placed between the under and upper floor boards, extending from outside boarding to outside boarding with unbroken surfaces, and all partitions in which hot-air pipes are carried to the floor or wall registers above should be protected differently from the customary way.

It is customary to use sheets of tin, tacked to the studs and wooden laths nailed in contact, and over the same, thus bringing the hot-air pipes in very close proximity to the wooden lathing. The lath becomes carbonized in time, and a slight air draft brings on the smoldering, and then fire occurs. The building is permeated throughout and destruction follows. Wire lathing or expanded metal should be used in every case where hot-air pipes are carried between studs, and the space around pipes at the top and bottom of each storey should be cut off by an incombustible fire stop.

A PIPE THREADING MACHINE.

The Armstrong Manufacturing Co., of Bridgeport, Conn. and 139 Centre St. New York, whose advertisement is shown on the opposite page, are the sole manufacturers of the original adjustable stocks and dies which are known so well over the United States and Canada as well as in Europe. The method of adjusting the dies to suit all thicknesses of pipe and make a good tight joint in any fitting made standard or otherwise size is so simple that the dies have become universally adopted by all practical steam-fitters and plumbers who do large and responsible work. They have only to be used once to become always used.



Their pipe threading and cutting off machines have now secured the same reputation as their dies for good reliable work and their simplicity in working and understanding have made them most popular.

We give a cut of their No. 1 pipe threading machine from 1 to 3 in. for hand or power, and they make others taking from 1 to 6 in. of different styles for power.

They have just brought out a new hand power machine which they call their No. O, taking pipe ⅛ to 2 in. also bolt sizes ¼ to 1½ in.

All their dies are made either with American thread or Whitworth English standard threads.

VENTILATING OF SCHOOL BUILDINGS.

The ninth annual report of the Maine State Board of Health, prepared by the secretary, Dr. A. G. Young, contains an article on the "Ventilation of School Buildings," by S. H. Woodbridge, a well-known New England engineer, from which the following is extracted:

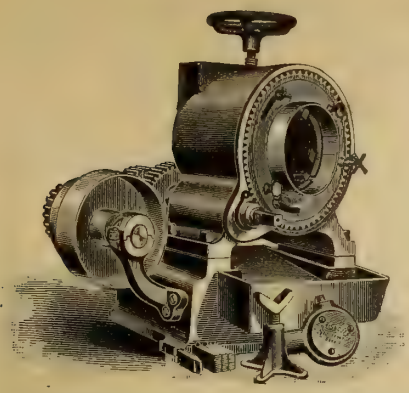
"It must be conceded that that which is generally given least importance in our thoughts, as compared with the thought given to food and recreation, is really of the greatest importance to our best vitality. We think more of our eating than of our breathing, and more of the loss of a half-day's recreation than of a whole week's deprivation of pure air. Municipalities will spend money by the million for parkways for the occasional outing of their citizens, and on spread-out beauty which gratifies their pride, the meanwhile condemning as wanton waste of a quarter of such sums on the sanitation of school houses in which the city's educators and children are breathing for 30 hours of every school week.

"We have found that the impoverished air sometimes tolerated as tolerable in our school houses reduces the brilliancy of a candle flame 5 per cent. below normal. Some English students of sanitation have declared that the productive work of scholars in badly ventilated buildings falls 25 per cent. below the work of those in well ventilated school rooms. A gain of something like 20 per cent. has been unofficially reported as one of the results of greatly improved sanitation made within the last ten years in the school buildings of Chicago. A badly housed and wretchedly ventilated department of a well-known scientific school, whose location, to spare its managers public mortification, must be unnamed, when moved into new, light and airy quarters is

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS No. 23 Garden St. Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

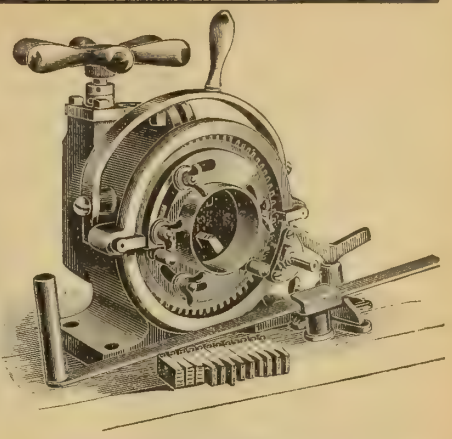
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ¼ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

Garth & Co.

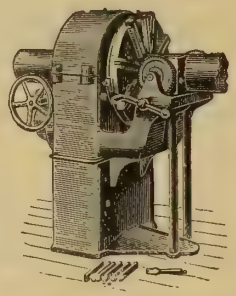
Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods
Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

Armstrong Pipe Threading AND CUTTING-OFF MACHINES



(Hand or Power).

Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St. Bridgeport, Conn.

. . ISLAND CITY . .

Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

reported to have made a gain from 15 to 20 per cent. in yearly work accomplished. The several divisions of the Pension Bureau of the United States Government were at one time located in as many detached and scattered buildings in Washington. They are now quartered in one large roomy, well-lighted and well-aired building. Under the old conditions about 18,000 days of labor per year were lost to the Government through illness in the clerical force of that one department. Under the improved conditions now existing, and notwithstanding an increased force of employes, but about 10,000 days are lost through illness—a gain of 8,000 working days, or 27 years, to say nothing of the corresponding increase in the working capacity of the entire clerical force.

"A schoolroom's week of 25 hours would require 60,000 cubic feet of air per capita, at a cost in fuel of 3¾ pounds of coal. If 30 weeks represent the portion of the school year when air must be warmed for ventilating work—when closed windows and doors must shut out the waiting oceans of pure air and when fresh air must be dribbled into school rooms through contracted, crooked, dark and sometimes dusty ways and urged through those ways under the spanking of a fan, or the torture of hot irons; and when having done its silent ministry of mercy it must be shown a way out scarcely more inviting or free than the way in—if 30 weeks represent the time when ventilation must be by such means, instead of by welcoming open doors and wide open windows—then 112½ pounds of coal is the necessary fuel cost. The money cost of 112½ pounds of coal at $5 per ton is 28 1-10c. It therefore appears that by spending less than 30c. per yard for fresh air 75c. may be gained in school expenses and profits.

"Referring again to the official reports of the Pension Bureau, it is found that the total coal consumption for both heating and ventilation during the time when 27 years were saved to the department was 700 tons, at a probable cost of $2,800. Assuming the average pay of the bureau's employes to be $800 per year, and also that 30 per cent. of the coal burned represents the fuel cost for ventilation, we find the fuel cost of ventilation to be $640, against a gain of $22,400 in services rendered."

PLUMBING NOTES.

The journeymen plumbers and steamfitters of Montreal have elected these

officers : President, A. Verville ; vice-president, J. A. Peard ; French secretary, D. Rochon ; English secretary, J. Donaldson ; financial secretary, W. P. Burns ; treasurer, E. G. Manhire ; sergeant-at-arms, E. Cavanah ; trustees, Messrs. W. Crowder, A. C. Barber, W. Desnormou, J. Griffin, J. Gardiner ; Conference Committee, Messrs. E. St. George, A. Pelletier, E. G. Manhire, W. Crowder, J. Donaldson.

John Garrick, plumber, Charlottetown, P.E.I., is dead.

Camille Prevost is starting a plumbing business in Montreal.

A B.C. MAN ON FREIGHT RATES.

MR. A. E. HOWSE, Nicola, B.C., spent a few days in Toronto this week placing orders for hardware, etc. Mr. Howse asserted that British Columbia trade has merely started, and that the business Ontario and the east will experience from that province during the coming year will exceed the anticipations of the merchants down this way. He said a great many people were coming into the country from the United States, possibly ten from the States to every one that comes in from Eastern Canada. One thing he emphasized was the necessity of lower freight rates on the C.P R. "The present rates," he said, "are altogether out of proportion to those ruling in the east. If the railways can afford to carry freight from Chicago to the Atlantic seaboard at from 15 to 20c. per hundred pounds, surely the C.P.R. can afford to carry freight into British Columbia at double these rates." Mr. Howse explained that the rates to his station (Kamloops) ranged from $1.50 to $5 per hundred pounds, according to class of freight.

CATALOGUES, BOOKLETS, ETC.

BICYCLES, ETC.

A HANDSOME catalogue is the one issued recently by Caverhill, Learmont & Co., Montreal, the Canadian agents, illustrating Cavalier and Pelham bicycles. It is an illustrated pamphlet of 40 odd pages, descriptive of the goods in question, and also of other bicycle furnishings that the firm handle. It will be valuable for reference to every trader and dealer in these goods.

PAINT POINTS.

The Sherwin-Williams Co., paint and color makers, Cleveland, Chicago, New York and Montreal, have just issued an instructive little book entitled "Paint Points." The hints it gives regarding home attractiveness, home keeping, the proper use of paint, etc., are genuine maxims. In addition to this general information there is a lot of illustrations and reading matter regarding the large list of goods that this concern manufactures.

It Points to Success

We want your Brush and Broom trade on the sterling business principle of "your money back if you're not satisfied" Our facilities for turning out good Brooms and Brushes cannot be bettered. We have had over forty years experience at doing just this one thing Our Brooms and Brushes have a good name everywhere. The point about your success in handling them is—our success. It is worth a moment's thought. Think of it. While you're thinking, send for our Illustrated Catalogue—127 pages.

Brushes
Brooms
Woodenware

Montreal Branch :
1 and 3 De Bresoles St.

Chas. Boeckh & Sons, Toronto, Ont.

THE ARCADE FILE WORKS

IMPROVED INCREMENT CUT FILES

Arcade Files are made from the very best Crucible File Steel, and are guaranteed to cut faster and wear longer than any on the market.

PRICES : While we do not compete with the cheap brands made from open hearth steel, we can, owing to our modern plant and new inventions, make prices that are the lowest for buyers desiring a high-grade File with an Improved Increment Cut.

CANADIAN REPRESENTATIVES . . .

DORKEN BROS. & CO., - MONTREAL.

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

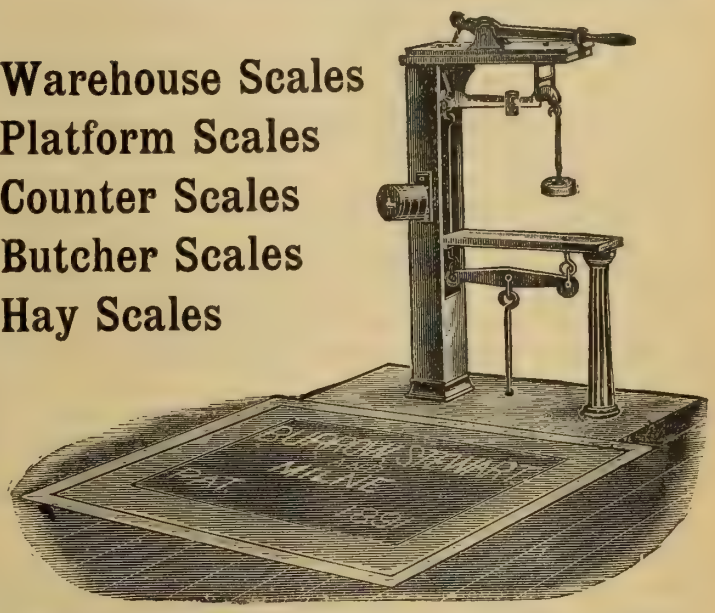
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales

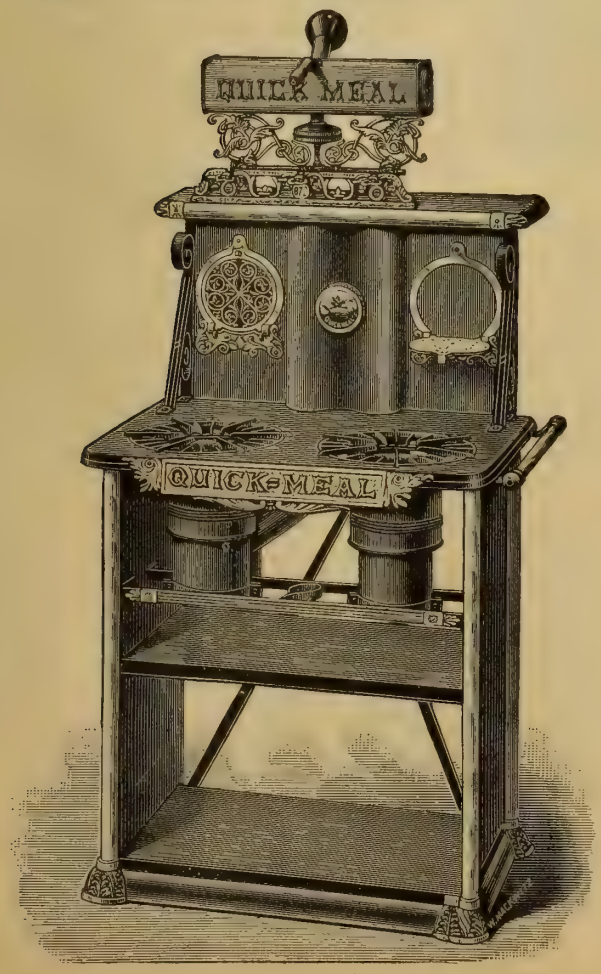


Scales for all purposes of every capacity, from 1 drachm to 100 tons.

MANUFACTURED BY . . .

BURROW, STEWART & MILNE

Hamilton, Ont.



YOU WILL FIND THAT THESE LINES SELL THEMSELVES . . . . .

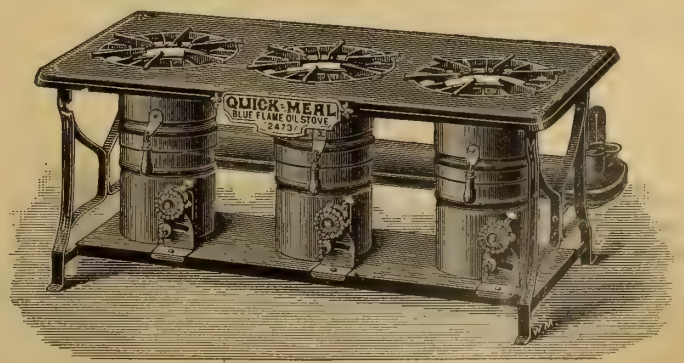
Their unrivalled excellence is so well known, and their good points so easily appreciated at first glance, that

QUICK MEAL GASOLINE AND BLUE FLAME OIL STOVES

Are popular favorites everywhere. Remember that we are sole agents in Canada for these famous stoves, and for your own sake, don't place orders without seeing our catalogue and price list, which we will be happy to send on application.

The Gurney Foundry Co. Ltd., Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL.



With 1, 2 or 3 Burners with high or low Table.

ODDS AND ENDS.

By Scott McKerrow.

ONE of the best evidences of the value and esteem in which HARDWARE AND METAL is held came before my notice recently. Some time ago HARDWARE AND METAL published some store mottoes such as "Because we Buy Well we Sell Well," "Your Satisfaction is Our Best Reward," etc., etc. Entering the store of Mr. Joseph Laing, one of Ridgetown's leading hardwaremen, I felt some improvement had taken place in the already neatly arranged establishment. I immediately noticed that this improvement consisted of 14 of the mottoes referred to, very tastily and artistically done on 10 x 16 glass, having one coat of black japan, with raised letters composed of white lead and plaster paris with gilt finish.

"I killed two birds with one stone," said Mr. Laing, as he laughed in his pleasant way. "I got 14 nice store signs for $2.25 done by a painter in the town, who squared his account in that way, and now that they are up I would not be without their effect as silent trade helpers for twice their value." I thought he had indeed put to exceedingly good use these simple suggestions.

With the opening of spring, many of our merchants are carefully considering the advisability of extending their premises. One of those who has not only considered, but who has concluded to extend his premises is Mr. J. B. Crawford, Dutton, Ont. Mr. Crawford started business in Dutton about eight years ago, and by deligence and perseverance has worked up a trade of which he may well be proud. In fact, so extensive has his business become that he finds it necessary to make the alterations to his present premises. These are now under way. When complete the main store will be 24 x 90 feet, separated from stove and store rooms by folding doors; which latter being 60 feet will make a total of 150 feet deep. Above the store will be utilized as a furniture wareroom, extending over the adjoining dry goods store and will be 40 x 90 feet, making one of the largest, if not the largest, warerooms in the west. Mr. Crawford is to be congratulated on his enterprise.

Mr. J. F. Middlemiss, Mitchell, Ont., has recently moved into a neat store, lately constructed on the site of his old stand. The new store is 20 x 75 feet, has plate glass front, hardwood floors, counters and shelves. To his stock of stoves and tinware he has added a full line of hardware and has taken in Mr. Rankin as partner. With the additional energy and enterprise that this move will bring, there is no reason why the new firm should not do a very nice trade, both in the old lines as well as those recently added.

The hardware trade in Mitchell has undergone some radical changes during the past few months, and has evidently settled down to a solid basis at last. The business which for many years has been carried on by Mr. Thos. McDonald, has been sold to the Mitchell Hardware Co., which latter firm will be carried on under the able management of Mr. Fortune, who for many years has been associated with Harland Bros., Clinton, and whose experience in the many intricate lines of hardware is both large and varied. I am sure I voice the sentiments of HARDWARE AND METAL in wishing Mr. Fortune success in his new sphere.

Harland Bros., Clinton, have closed out their up-town store, and are concentrating their stock in the one establishment. These additional lines of stock, crowding in on their already well-filled store, make stock-taking a difficult and arduous task, but, under the system for which this firm is noted, a normal condition of things will soon be the order of the day.

There is no town in Ontario that is showing greater, or even as great, signs of business activity as Berlin. This is owing to the large number of buildings which are now under contract to be built this season, and hardwaremen, plumbers and tinsmiths are looking forward to a brisk season's trade.

Simcoe, Ont., which has for years worked along quietly with two hardware stores, has recently had its quiet routine of affairs disturbed by the advent of one full-fledged hardware store, and one of its tin shops has added a complete stock of hardware. The former will be carried on by Chas. G. Boyd, who for some years carried on business in Norwich, Ont., selling out to Mr. Norman Batty, of that town. Mr. Boyd's store is in the Melbourne block, and is all that taste and modern appliances can make it; while Mr. Boyd is a young, energetic and thoroughly posted hardwareman. These are qualities which should command success.

Mr. J. D. Murdoch has carried on a successful tinware business, and has added hardware, feeling that there was an opening for it, as well as giving larger scope for his energies. He possesses lots of stick-to-it-iveness, and should be as great a factor in hardware circles as he has been in tinware.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc.
MONTREAL.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PAINTS THAT PAY

Are those which, sold once, sell again. That's what we have been making paints for these many years. We make the paints that pay. **UNICORN** ready mixed paints are known all over Canada, and are well advertised. We only want dealers to handle our paints who are capable of making it pay. That means business for the dealer and business for us. We do our part in supplying the paints that pay and advertising matter. Another brand is **BULLDOG.** We recommend them both. Do you want shade cards? Drop us a postal. Hurry up, spring is here.

Manufactured only by
A. RAMSAY & SON
MONTREAL
Established 1842.

INCREASING IRON PRODUCTION.

THE Iron Age, in its monthly summary of the pig iron production, says: "Quite a number of the large coke furnaces have started during February, and others, some of them large, are known to be getting ready. Stocks continue to show an increase, both in coke and in charcoal iron. So far as the former is concerned it must not be forgotten, however, that the figures do not include the stocks at the steel works. It is known that these have been drawn upon quite heavily, and that, therefore, the position, statistically, is probably improving, taking the country as a whole. Some of the outside plants running on Bessemer have been accumulating iron, others have reduced their holdings. The stocks of furnaces running on foundry iron have grown larger, although in some instances, in this branch, there has been a clearing up also.

"The weekly capacity of all the furnaces on March 1, compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
March 1, 1897	156	169,986
February 1,	154	162,959
January 1	154	159,720
December, 1, 1896	147	142,278
November 1.	133	124,077
October 1	130	112,782
September 1	145	129,500
August 1,	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1,	196	189 398
April 1	200	187,451
March 1,	207	189,583
February 1.	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391

"In comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and Anthracite		Charcoal	
	Number in blast.	Capacity per w'k.	Fur'ces in blast.	Capacity per w'k
March 1, 1897	138	164,561	18	5,425
February 1	136	157,815	18	5,144
January 1	135	154,264	19	5,456
December 1, 1896	128	137,096	19	5,182
November 1.	112	119,094	21	5,083
October 1	105	105,520	24	6 562
September 1	124	123,271	21	6,229
August 1.	150	150,814	23	6,264
July 1	168	174,041	23	6,491
June 1,	175	176,749	19	5,471
May 1	180	184,634	16	4,760
April 1	180	182,162	20	5,289

"The position of stocks, sold and unsold, as reported to us March 1, was as follows, the same furnaces being represented as in former months:

Stocks—	Oct. 1.	Jan. 1.	Feb. 1.	Mar. 1.
Anthracite and coke	785 233	734,318	787,129	809,911
Charcoal	153,008	167,325	178,778	186,020
Totals	938,241	901,643	965,907	995,931

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

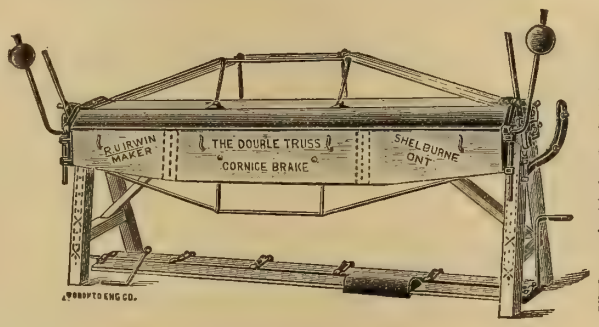
Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

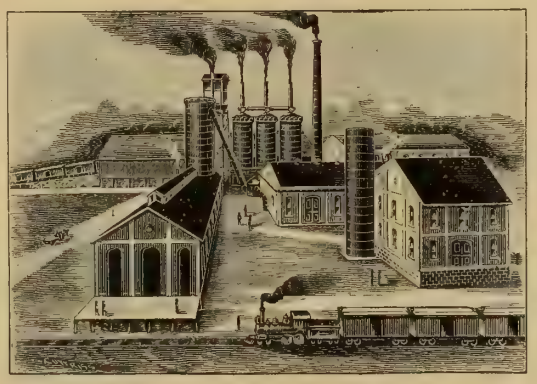
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Church's . .

ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

Sold by leading paint dealers everywhere.

Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

M. DAIGNAULT, general merchant, St. Etienne de Beauharnois, Que., is offering to compromise at 40c. on the dollar.

H. & S. Desmarais, general merchants, Richmond, have assigned.

W. A. Robertson, general merchant, North Sydney, has assigned.

J. E. Lague, agricultural implements, Ste. Martine, Que., has assigned.

M. B. Berry, asbestos, Lorette, Que., will meet his creditors on the 25th inst.

Victor Beaulac, general merchant, St. David, has assigned to Lamarche & Benoit.

Herron & Evans, general merchants, Deloraine, Man., have assigned to S. A. D. Bertrand.

F. McDonald, general merchant, Lake Talon, has assigned to E. R. C. Clarkson, Toronto.

H. Fauteux, hardware, Ste. Cunegonde, Que., is offering to compromise at 25c. on the dollar.

J. D. Archambault, general merchant, Drummondville, has compromised at 33⅓c. on the dollar.

C. Gates, general store, Houghton, is offering to compromise at 70c. on the dollar. The liabilities are about $5,859 and the assets $8,000.

The assets of A. A. Cautin, hardware, etc., Quebec, have been seized and are to be sold by the bailiff on 24th inst.

The statement of affairs of Samuel Buschlen, manufacturer of rakes, of Port Elgin, who sssigned recently, shows liabilities of nearly $5,000.

J. F. Amiro, general merchant, Pubnico, N.S., is asking an extension. So is H. T. Dentremont, another general merchant of the same place.

Bassingthwaite & Co., furniture and bicycles, Sault Ste. Marie, have assigned to W. H. Plummer, and a meeting of creditors will be held on the 23rd inst.

The creditors of the estate of W. W. Robertson, general storekeeper of Victoria Harbor, have received a first and final dividend of 40c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Sigouin & Watts, hardware, Montreal, have dissolved.

W. Townsend & Co., railway supplies, Montreal, have dissolved.

J. & B. McGill, general merchants, Janetville, have dissolved.

C. J. Draper & Co., general store, Coaticook, Que., have dissolved.

Wilcox & Ramsay, general merchants, Virden, Man., have dissolved.

Maguire & Dryden, machinists and millwrights, Toronto, have dissolved.

Gregoire & Goulet, carriage makers, Lake Megantic, Que., have dissolved.

Watt & Noble, general merchants, Tara, have dissolved; F. R. Noble continues.

G. M. Shipley, miller and general merchant, Carlisle, Middlesex county, has admitted W. D. Robertson as partner.

Tees & Co., manufacturers of office desks, etc., Montreal, have dissolved. W. Tees continues under the old firm name.

G. G. McKenzie, general merchant, Campbellton, N.B., has admitted J. A. Flett as partner under the style of McKenzie & Flett.

SALES MADE AND PENDING.

The stock of A. Young, painter, Halifax, is advertised for sale by tender.

The stock of E. Dupuis, general merchant, St. Julienne, Que., has been sold.

W. McWhinney, general merchant, Alliston; stock to be sold by auction on 24th inst.

The assets of C. Pelletier, general merchant, Petit Matane, Que.; of J. A. Gagnon, general merchant, St. Moise; and of

Do Not Be Deceived

By unscrupulous imitators of The National Cash Register Company. We make 90 kinds of cash registers. Prices from $10 to $375.

We have just put on the market three new detail-adding National Cash Registers. No. 11 sells for $40, No. 13 for $60, and No. 14 for $80.

We do not buy registers sold by other companies. Public statements to the contrary are false. Persons buying such registers do so at their own risk.

We also sell second-hand National and other registers taken in exchange for latest improved Nationals at the lowest prices. Address Dept. W, The National Cash Register Company, Dayton, Ohio, U. S. A.

Toronto Office, 6 Rossin Block, King Street, W.

Montreal Office, 1685 Notre Dame Street.

British Columbia Office, Vancouver.

No. 13.

WILLIAM HILL
. . . Importer of . . .
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue, Bronzes, Alabastine.
327 St. James Street, - - - MONTREAL

Maple Sugar Makers' Supplies.
Sap Evaporators.
Storage and Gathering Tanks.
Record Double Tin Sap Spouts.
Saccharometers, Thermometers, etc.
Address
THE G. H. GRIMM MFG. CO.
84 Wellington St., MONTREAL

R. DILLON,
"HIGHEST GRADE" SCYTHES
OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

A FRIENDLY BRUSH.

There's no more pleasurable sensation than riding along a good, smooth road at a lively clip on a bicycle in which you have perfect confidence.
The Stearns is a wheel to be trusted. On the level, it runs without an effort; the labor of an up-hill climb is lessened by its lightness and ease of running; down the hill, over stones and "thank-you-mums" its strength comes into play.
For an all 'round wheel you cannot do better than buy a Yellow Fellow; you may easily do worse.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS. TORONTO. 59

Agents Wanted in unrepresented districts.

E. N. Lavallee & Co., general merchants, St. Phillipe de Neri, are all advertised for sale 23rd inst.

The stock of L. O. Roy, general merchant, St. Francois, has compromised at 60c. on the dollar.

The stocks of A. H. Deschamps, hardware, Montreal, has been sold at 44½c. on the dollar.

The stock of J. L. Leland, general store, Trois Pistoles, Que., has been sold at 58c. on the dollar.

The stock of R. F. Hutchins & Co., general merchants, Montreal, has been sold at 22½c. on the dollar.

The stock of Guimont & Devoyaux, general merchants, Cap St. Ignace, Que., has been sold at 57c. on the dollar.

The stock, etc., of the estate of J. W. Walker, hardware, Belleville, are advertised for sale on the 25th inst. The liabilities are $28,000, and the assets consist of stock valued at $15,000 and book debts.

CHANGES.

A. Paulin is opening a general store in St. George East, Que.

Thos. McGinn, blacksmith, Iroquois, has removed to Kazubazua.

A general store is being opened in Stornoway, Que., by G. A. McIver.

E. A. Piffer, harness, Oak Lake, Man., has been succeeded by A. Grassie.

A general store is being opened in Trois Pistoles, Que., by Chas. Pettigrew.

A. Burrows, blacksmith, Eden Mills, has been succeeded by James Husband.

John Harris, blacksmith, Fernhill, has been succeeded by Thos. Matthews.

W. J. Burns, general merchant, Seeley's Bay, Ont., has removed to Lyndhurst.

B. A. Scott, general store and saw mill, Mistassim, Que., is opening a branch.

H. Horton, general merchant, Lansdowne, has closed branch at Gananoque.

Joseph Kitchen is opening out in business in New Glasgow, N.S., as dealer in stoves, tinware, etc.

A. Vipond & Co., general merchants, Hudson, Que., have sold out coal and wood business in Montreal.

L. Montgomery & Co., general merchants, Deloraine, Man.: style changed to Montgomery & Colquhoune.

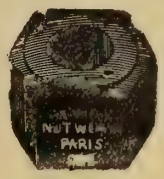
Eugene Becker has been registered proprietor of the importing hardware firm of E. Becker & Co., Montreal.

FIRES.

Louis Le Blanc, general merchant, St. Agathe, Man., has been burned out; loss $1,400, insurance $800.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps. Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

. . MICA . .
Electrical and Stove Purposes.
Send for samples and quotations.
W. F. SMYTH & CO.
Box 2165 Montreal.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
ROLLING MILLS
Rhode Island Pattern Horseshoes.
Korrect Shape. Quality Guaranteed.

AND FACTORIES
MONTREAL

TRADE MARK J REGISTERED.
"JARDINE"
Horseshoe Vises . .
One of the handiest winter tools in a shoeing shop. Useful at all times, they are indispensable in winter.
A. B. JARDINE & Co.
HESPELER, ONT.

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Mar. 19, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X.	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 and 5 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft.	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	....
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 05
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	....	0 46
Boiled, per gal	....	0 49

Freight allowed, 5 bbl. lots 1c. less. Price 2c less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	....	0 46
5 to 9 "	....	0 45
10 to 15 "	....	0 44

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 09
Smal lots	....	0 09½

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list. Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin'

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each—

	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10

uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

inc discount	3 90	4 0

opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15

Bolts.

Carriage, dis., 70 and 10 p. c. off new list
Tire, dis., 70 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 60 p.c. off new list.
Coach Screws, dis. 70 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
illar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to nch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 30
English "	2 50
Belgium "	2 25
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 25

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list. 25 to 27½ per cent.
American. 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's. Nos. 26 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each	0 30
Enamelled, each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 35 per cent. rev. t.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair..	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per lb	3 65	3 75
12 in. up, per lb	65	2 75
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 60	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	1 75	7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz	0 50	6 0C
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy	2 15
40 dy	2 20
30 dy	2 25
20, 16, aud 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
2. American pattern only—	
From 4 to 5 dy	2 75
3 dy (lath)	3 15
3. Canada pattern only—	
From 4 to 5 dy	2 55
3 dy (lath)	3 05
3 dy, A.P. fine	3 75

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16½
Carbon safety "	0 18	0 00
Canada w. w. "	0 18	0 00
American w. w. "	0 00	0 21
Pratt's Astral	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6	175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz	2 00	5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per lb	1 75	01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla	
7-16 in. and larger, per lb.	6⅜	00	8
¼, 5-16, ⅜ in	6⅞	00	8¼
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 60	1 00
" N.P., per set	....	90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50
Solid, "	1 25	....

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
oot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	8 75	9 00

SCREW DRIVERS.

Sargent's per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	2 85	10

Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.

B.B.B. iron carpet, blued	60
" " tinned, 70 p. c.	
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.	
" " (in dozens, 1 to 6 oz)	45
" " (in dozens, 8 to 24 oz)	30
" " ¼ weights	40
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned	52½
Swedes, upholsterers', genuine	50

Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.

Swedes, carpet, gimp, lace	35
brush, blued and tinned	40
Zinc tacks	35
Copper tacks and nails	60
Leather carpet tacks	30
Trunk nails, black and tinned	65
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers	10
" " in bulk	15
" " solid heads, in bulk	42½
Saddle nails in papers	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks. discount 90 and 25 p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson s, per doz	2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per b	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13

WASHER CUTTERS.

Per doz	4 00

Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils	2 75	3 00

WIRE FENCING.

Carload Lots and Under.

Galvanized, 2 barb, 2½ and 5 inches apart	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all delv'd	2 70	2 75
Plain twist	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

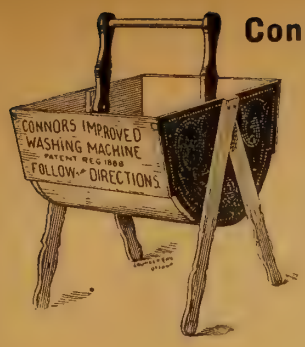
Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 35	...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz		



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Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

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TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

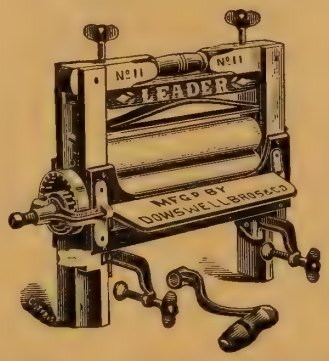
THOS. C. IRVING, Superintendent

PEARSON'S PATENT Cone Rotary Ventilator

For Balky Chimneys, ventilating Churches, Schools, Factories, etc. Substantial in make, ornamental in appearance. Made in sizes from 2½ to 48 inches.

The Montreal Roofing Co.

Sole Manufacturers for the Dominion, Montreal



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

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Canada Iron Furnace Co., Ltd.

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CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

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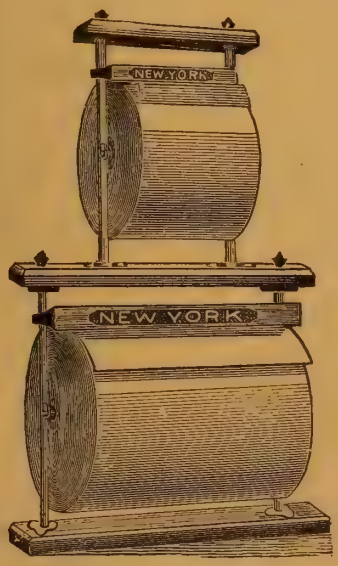
and Meakins & Sons, Hamilton.

The Eddy Roll Paper Cutter



Reversible, cutting up or down—for use on bracket, on, or under counter.

From 6 to 60 inches wide.

Single or in combination.

On sale at all of our branches and agents' at . . . . .

MONTREAL, TORONTO, QUEBEC
ST. JOHN, HAMILTON, HALIFAX
VANCOUVER, VICTORIA, KINGSTON
WINNIPEG, ST. JOHN'S, NFLD.

The most perfect Cutter on the market. It has been tried and has not been found wanting.

The E. B. EDDY CO. Ltd. - HULL, QUE.

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

HAVE YOU GIVEN YOUR SPRING ORDER?

Very likely—as we have heard from about all our old customers already and numerous new ones. If you are yet hesitating with regard to which brand of paint to select do not delay any longer but buy the paint that

LIVES THE LONGEST, COVERS MOST AND LOOKS THE BEST. . . . .

If you want proof of this, let us know and we will forward to you testimonials from some of the most reliable men in this country.

They do not simply say Robertson's Pure Mixed Paints are as good as any other, but that **they are the best in Canada.**

This, from practical men, is the only conclusive proof you can get, and you will do well to send us your order at once.

The JAMES ROBERTSON CO. Ltd., 263-285 King Street West, **Toronto**

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Langwell's Babbit, Montreal

CANADIAN
HARDWARE
AND METAL MERCHANT

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MAGNOLIA METAL

In use by . .
TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
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WHEN YOU BUY GALVANIZED IRON

YOU WANT GOOD quality and finish

YOU DON'T WANT to hammer out buckles or to pay a fancy price

That means you want "QUEEN'S HEAD."

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Largest Manufacturers under the British Flag

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Will be fitted throughout with

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For Chicken Runs and Fencing Purposes.

Annealed, Baling and Fencing WIRE.

WRITE US FOR PRICES.

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A Complete Lavatory

The cut shown illustrates our **Patent**

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Hot and Cold Water Supplied to Bath and Basin.
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YOU WANT OUR

Factory Milk Can Trimmings

When ordering Broad Hoop Trimmings ask for the new Convex Bottom, which is stronger, as the bottom rim is narrower.

The body of the can extends further into the bottom, and consequently protects the side more.

The bottom being further from the floor, is less apt to become damaged.

The corner where the body is soldered to the bottom is a sharp corner, which makes it easy to solder.

Rough handling cannot separate the body from the bottom, as can easily be seen by the construction.

The new narrow bottom or Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the Broad Hoop Trimming.

Tinned Iron Stock for all sizes on hand.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, MARCH 27, 1897 No. 13

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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INDEPENDENT OF THE STATES.

INSTEAD of being, as it was designed, a brake upon Canada, the new United States tariff promises to be an impetus-giving factor.

The increased spirit of independence and confidence in our own resources which the aforesaid new tariff has developed makes this evident beyond all peradventure.

Canada has done her part, and more than her part, in trying to bring about closer trade relations with the United States. We have even humiliated ourselves in our efforts to secure the desideratum. But our cousins would have none of us.

Their reciprocity goal is a number of petty half-civilized South American republics. Why this should be so is past man's understanding.

According to the figures collated by the United States Government the total exports of that country during the fiscal year 1896, to the Central American States, South American States and West Indies were valued at $70,683,393. Of this $7,844,880 went to the Central American States, $26,541,529 to the West Indies, and $36,296,984 to South America.

As there are twenty-six countries included in the list appertaning to the three parts of the world in question, it means that the exports to each averaged but $2,718,591 per year. Eight of the countries therein included took less than half a million dollars' worth. Bolivia, in fact, only took $21,907 worth. The largest customer is Mexico, with $19,450,256. Next in order comes Brazil with $14,258,187. These are the only nations the exports to which show eight figures.

Canada, on the other hand, alone last year took nearly $60,000,000 worth of United States products. The exact figures shown by the United States report are $59,689,597, and our own report places the figures at $58,674,024.

Taking the figures as given by the Washington Government, the exports of the United States to Canada are 310 per cent. larger than the largest of her customers in Central or South America or the West Indies.

Nations, like individual merchants, who improperly treat their customers, are sure to suffer thereby. And the United States is certain to suffer for its persistent unfriendly trade treatment of Canada.

Canada has no desire to be estranged from the United States commercially. It is natural that our relationship commercially should be very close. But the demagogue type of politician which predominates in United States politics seems determined that natural conditions shall not obtain. Perhaps by-and-bye the common sense of the people of that country will prevail. Then the current of trade between this country and that may be cleared of the unnatural obstructions that now beset it. But by that time it may be difficult to turn the current back even to its natural channel.

In the meantime Canada must look elsewhere for markets for her surplus produce. And where shall we look to but the British Empire? That is our goal. That is our manifest destiny.

The measure of success we shall attain in reaching it will depend largely upon ourselves. Our destiny is in our own hands. The Motherland may help us, but the duty of working out our salvation devolves chiefly upon ourselves.

We have within our borders everything that is essential to the upbuilding of a great nation. Our natural inland water system is the best in the world. Our soil is capable of great possibilities. Our fisheries are not equalled in the world. Our forests contain wealth untold. In mineral wealth there may be some nations who equal us, but there are none who surpass us.

We have, indeed, a goodly heritage; and all we need to do is to develop it.

With such a wealth of natural resources as Canada possesses, she has no need to be dependent upon the United States. The only thing we are dependent upon is our own energies.

The responsibility resting upon the shoulders of the Federal Government is great. Canada has arrived at an epoch in her history when wise statesmanship in the Federal authorities was never more demanded.

Canada must ultimately become a great

commercial nation. But much will depend upon the next few years for the realization of that fact. A false step will mean sooner or later that we shall be compelled to retrace a step in order to get back to the right starting point when we ought to be well on the highway.

Our politicians, those who may be out of power as well as those who may be in power, should be characterized by a minimum of partyism and a maximum of Canadianism.

We need a fast Atlantic service, both passenger and freight, and all hands must unite in securing it.

We need an augmentation of population, and all must assist in inducing it.

We need a better and cheaper cable service across the Pacific and to the West Indies, and here again is a common cause.

We need preferential trade with the British Empire, and here again all hands are called upon deck.

We need more up-to-date business commonsense agents in foreign countries, and here united action is enjoined.

We need to advertise this country more. Even in the country to the south of us, gross ignorance abounds as to Canada and its climatic conditions. Those, either in America or Europe, who sit in darkness in regard to Canada, should have the light of truth disseminated among them. And here is a work to which both political parties and men of all conditions can lend their aid.

What Canada is will depend on what Canadians make her. Let us to the making.

EARLY TARIFF PROMISED.

Hon. L. H. Davies, Minister of Marine and Fisheries, during the course of a speech delivered in Aylmer on Saturday night, stated that the budget, together with the new tariff bill, would be introduced early in the session.

It is to be hoped it will be, and the Government should see to it that nothing but impossibilities prevent such being done.

Nearly everyone realizes that a revision of the tariff is necessary, but at the same time the wheels of commerce are revolving very slowly pending the advent of the new bill.

It is to be hoped that the Government fully appreciates this fact, and will bring down the budget at the earliest possible moment.

A TARIFF SUGGESTION.

A CORRESPONDENT, over the nom de plume of "M. J. H.," in another column discourses upon the "n.e.s." letters which appear in the Canadian tariff.

These letters, which everyone knows signify "not elsewhere specified," the correspondent in question terms the greatest evil of the present tariff.

Under these mysterious letters of "n.e.s." are included a great many goods which are not made in Canada, and as the duty levied is high, "M.J.H." claims that a hardship is imposed upon those in Canada who of necessity are compelled to import such goods.

As a remedy he suggests that the letters "n.e.s." be changed to "n.m.c." (not manufactured in Canada).

The letters "n.e.s." are no doubt a source of much annoyance to importers, and have well earned the bad repute which they bear. But at the same time it may be a question whether they should be completely obliterated from the tariff.

One thing is certain, the list of articles enumerated on the tariff schedule should be given more in detail than is now the case.

By thus naming more fully each article for duty the evils arising from the "n.e.s." terms would of necessity be minimized.

HARDWARE AND METAL would like, with "M.J.H.", to see such letters as "n.m.c." in the new tariff, but not as a substitute for "n.e.s." and simply because we do not believe that they could be made to efficiently do duty without.

In the new tariff, for instance, there are almost certain to be unenumerated articles which are made in Canada. How could they be made to come under the "n.m.c." provision? Obviously for them there must be a "not elsewhere specified" term.

As far as the suggestion in regard to articles "not manufactured in Canada" is concerned, we believe it is well worthy of receiving the attention of the Government.

A tax imposed on goods, which to be obtained must be imported, is justifiable only on one plea, and that is for revenue-producing purposes.

But a revenue-producing tax is not a prohibitory tax, such as the duty levied under the "n.e.s." clause often is in the present tariff.

"M.J.H." suggests 10 to 15 per cent. as the rate of duty on goods which may come in under the "not manufactured in Canada" clause. Such a tax would both afford a degree of protection to any article made in Canada which might be approaching a substitute for the imported article and produce a revenue for the Government, while at the same time avoiding the unnecessary and unjust rate of duty which importers are sometimes called upon to pay.

PRICES ON BINDER TWINE.

Prices on binder twine for the ensuing season are being issued this week by the hardware jobbers.

"Standard" is quoted at 5¾c., "Red Crown" at 6½c., and pure manilla at 7½c. These prices are about ½c. lower than last year. "Banner," a jute twine, is quoted at 5½c. with freight prepaid up to 25c. per 100 pounds.

Freight is allowed on carload lots on all the above. Terms are net cash October 1.

There is a great deal of prison-made binder twine on the market this season, and the competition promises to be keen. Ruling prices appear to be 5⅞c. for sisal, 6½c. for mixed and 7c. for pure manilla.

REDUCTION IN PLATE GLASS.

A reduction in the price of plate glass is announced this week by jobbers in Toronto.

The discount is now 40 per cent. instead of 35 per cent., as formerly.

Besides this, the association has decided to allow retail hardwaremen throughout the country an additional 5 per cent. on all orders they may send in, a privilege which the latter have not enjoyed for two or three years.

GOODS FOR THE MINING POINTS.

A great many goods of all kinds are being shipped just now from Toronto for mining points between there and Winnipeg.

This trade was not expected to open up until navigation began, but the goods, it appears, are so needed at those points that merchants there are ordering their purchases to be sent forward in spite of the high rates ruling.

THE LATE ROBERT BENNY.

THE name of Robert Benny was known to the members of the hardware trade throughout the Dominion. They will regret to learn that Mr. Benny died at his residence, 753 Sherbrooke street, Montreal, on Sunday last after a comparatively brief illness.

Mr. Benny was born in Montreal and educated at Black's and the High School. Entering on a business career, he succeeded his brother (Mr. Walter Benny) on the latter's death, as a member of the wholesale hardware firm of Benny, Macpherson & Co., which was dissolved a few years ago, the business being carried on by Mr. Benny. Mr. Benny was for many years a director of the Gas Company and of the London & Lancashire Life Insurance Co. St. Andrew's church counted him among its old members, and he was a liberal contributor to its congregational schemes. Personally he made many friends, who regret his unexpected death, which was the result of an illness of about two weeks, which developed into pneumonia. He was unmarried.

The deceased gentleman was buried on Wednesday last and the funeral was largely attended by members of the mercantile community of Montreal, among those present being: Chas. Alexander, A. D Fraser, C. C. Snowdon, D. Morrice, W. J. Morris, W. W. Ogilvie, Senator Ogilvie, H. Brodie, Lieut.-Col. Caverhill, E. B. Greenshields, W. Kerry, Jas. Spier, Wm. Slessor, Colin Campbell, W. Paul, Dr. Craik, Geo. Graham, Jas. Osborne, B. Hal. Browne, H. R. Ives, Jno. Taylor, Dr. Gardiner, R. Archer, H. S. Macdougall, D. MacFarlane, Hector Mackenzie, H. M. Allan, James Crathern, Jno. Crawford, Jas. Ferrier, Justice Archibald, R. B. Angus, R. W. Sheppard, H. M. Gault, A. F. Gault, S. H. Ewing, Hon. G. E. Drummond, Dr. Roddick, M.P., Dr. Sheppard, Donald McMaster, R. S. White, Richard White, Chas. Hosmer, Robt. Forsythe, Thos. Shaughnessy, R. Mackay, B. Tooke, Senator Thibaudeau, Alex. Woods, A. W. Morris, Hon. J, S. Hall, Lieut.-Col. Whitehead, F. Common, J. P. Whealan, Mayor Smith, F. Bond, T. S. McIntyre, C. J. Chisholm, Robert Starke, Col. Starke, S. O. Shorey, Colin Rankin, Duncan McIntyre and H. Newman.

ADVANCE IN REVOLVERS.

PEOPLE who buy low-priced revolvers will have to pay a much higher price in the future than they have in the past.

This is due to the fact that the manufacturers in the United States have arrived at an agreement and fixed uniform prices.

Owing to the keenness of competition and the dulness of trade these manufacturers had for some time been cutting prices on some grades of revolvers to a figure which precluded the possibility of a profit, and the present agreement is the outcome of that unsatisfactory condition of affairs.

Importers in Canada inform HARDWARE AND METAL that the advance on some of the cheaper lines ranges from 50 to 75 per cent. On some of the higher grades of revolvers there has, on the other hand, been a slight reduction.

Revolvers are not specified in the Trade and Navigation Returns, but our total imports of firearms of all kinds last year aggregated in value $117,275, on which a duty of $23,455 was paid.

IVER JOHNSONS ARMS AND CYCLE WORKS
HONEST CYCLES AT HONEST PRICES
FITCHBURG MASS.

A Guarantee of Excellence.

High Class Revolvers

The product of
22 years experience
in Pistol making.

♦♦♦♦

Iver Johnson Revolvers

These well-known arms are sold
by the largest and best houses
in Canada and the U.S.

Send for Catalogue to

♦♦♦♦

IVER JOHNSON'S ARMS AND CYCLE WORKS
Fitchburg, Mass., U.S.A.

ST. JOHN'S WINTER PORT.

THE St. John (N.B,) Board of Trade held a meeting on Thursday, 18th inst., which was of more than usual interest. Primarily the meeting was called for the purpose of presenting the president, Mr. W. S. Fisher, with an address, but aside from this pleasant phase of the occasion, most interesting data regarding the development of the winter trade of the port was submitted.

Among those present were: Mayor Robertson, Senator Dever, Alderman Millidge, W. H. Thorne, J. A. Belyea, W. M. Jarvis, D. J. McLaughlin, J. S. Knowles, S. Schofield, J. E. Irvine, D. W. McCormick, D. R. Jack, Alderman McPherson, W. G. Scovil, E. L. Rising, Fred W. Daniel, Warren Fairweather, T. H. Estabrook, C. S. Shaw, H. B. Schofield, R. T. Hayes, Alderman Waring, P. S. MacNutt, J. J. Bostwick, Alderman J. E. Wilson, F. A. Dykeman, R. B. Emerson, C. E. Laechler, H. A. Harvey, John Sealy, John Montgomery, Major Markham, J. A. Likely, W. E. Raymond, H. A. Doherty, W. F. Hatheway, H. P. Timmerman, E. N. Abbott, S. D. Scott, Alderman Daniel, Alderman McGoldrick, Thos. F. White, George F. Baird, James Hannay, T. H. Hall, H. C. Tilley, J. F. Merritt, H. P. Hayward.

After Mr. Fisher had been requested to resign the chair to Vice-President D. J. McLaughlin, the latter read the address which was couched in appreciative terms of the zeal and energy which Mr. Fisher had exhibited in the interests of the port of St. John and the Board of Trade.

MR. FISHER'S REPLY.

Mr. Fisher said the kindness of the board overwhelmed him. He felt he did not deserve this eulogy. But he had done his best as a member and as president of the board, and always felt that its work was very important. He wished that more of the citizens than are at present were of the same mind. If they became members they would very soon come to realize how important and valuable its work is. While over the border recently he had had two things in mind—winter port and tourist travel—and had sought to gain what information he could that might be of benefit. At Portland, Me., President Boothby and Secretary Rich, of the Board of Trade, had been exceedingly kind. It was worth noting that Portland, with 45,000 people, had over 400 active members in its board, besides 150 members of merchants' exchanges, or nearly 600 in all, compared with about 150 in the St. John board. There are no less than 52 Boards of Trade in Maine, with 2,700 members, and there is also a state board meeting twice a year. They work together shoulder to shoulder, and what they take in hand generally goes through. The Portland board issues a monthly magazine widely circulated, and keeping them all in touch. As to Portland harbor, the Federal Government has decided to spend $800,000 there, and this, he was surprised to learn, without being asked either by the City Council or Board of Trade to do so. Congress was fully alive, from the national standpoint, to the necessity of holding the Canadian trade through that port. There was a hint in this for Canadian powers that be. As to tourist travel, Portland has fine attractions, but he believed St. John and vicinity have greater. There is a mine of wealth at our doors that only needs to be developed. One railway had spent $125,000 to advertise Maine as a summer resort. We have equal opportunities with Maine. Tourist travel has brought $12,000,000 to Maine. Mr. Fisher dwelt on the great advantages of New Brunswick and the importance of making them known. He would take occasion to lay before the Tourist Association a lot of information he had secured relative to this matter. Speaking of the coming U. S. tariff, he said we had no reason to feel despondent. It might prove a blessing in disguise. He quoted from the Trade and Navigation Returns to show how greatly our trade with Great Britain had increased in proportion to our trade with the States. There was, he thought, no cause for discouragement. In conclusion he thanked the board for its address, and paid a high compliment to the ability of the gentlemen forming the council of the board.

EXPORTS OF GRAIN AND PROVISIONS.

Secretary Ira Cornwall read the following communication from Mr. Sutherland, of the C.P.R.:

ST. JOHN, N.B., March 15, 1897.

My Dear Mr. Cornwall,—I am leaving to-day for Cape Breton and regret that it will be impossible for me to return to St. John in time to be present at the reception the members of the Board of Trade are tendering to W. S. Fisher, their president. It would have given me very great pleasure to have been with you on this occasion.

As Mr. Fisher has given the business interests of St. John so much of his valuable attention, I know that a few figures showing the success of our winter port traffic will be appreciated by him and other members of the Board of Trade.

Below I give a summary of the exports handled through West St John this winter up to the 11th inst.:

Flour	154,609 sacks
Bran	33,353 "
Oatmeal	19,362 "
Apples	14,254 bbls.
Cheese and butter	45,961 pkgs.
Provisions	23,271 "
Live stock	9,930 head
Grain—	
Wheat	146,552 bush.
Oats	270,537 "
Barley	33 846 "
Rye	34,627 "
Corn	111 694 "
Peas	211,486 "
Flax	58,695 "
Buckwheat	7,825 "
Total	875,262 bush.

This does not include 76,650 bushels on tracks on A division, 211,290 bushels in elevator, making in all a grand total of 1,163,202 bushels.

I remain, yours truly,
J. N. SUTHERLAND,
General freight agent.

Ira Cornwall, secretary Board of Trade, St. John, N.B.

Mr. Cornwall also stated that Robert Thomson had sent his regrets at not being able to be present, and stated that steamship lines his firm represented were well satisfied with the port of St. John and their treatment there. Jas. F. Robertson, Hon. Wm. Pugsley and D. W. Campbell, of the Beaver Line, also sent regrets. A letter was read from W. H. Dayton, a Salem, Mass., railway passenger agent, asking for framed pictures of St. John, and adding that he hoped to send a lot of people this way next summer.

J. E. Irvine stated that every steamer of the Beaver Line had gone away full from St. John, and they would carry out their full programme of sailings; securing the big steamship Assaye, with larger capacity, was equivalent to additional sailings. Having to pay cartage on local goods from the west side was a drawback, being equal to 2s. 6d. per ton. This made Boston competition for local trade very keen. Boston, Halifax, Portland, but especially Boston, were our competitors. At Boston they have big steamers and are bound to have freight. "We have some drawbacks to contend with. We want to make our port facilities as cheap as possible. In Boston the charges are light. Merchants should back up the local lines, even if they have to pay a little higher rate. Even if some local business has gone by us, it could be fairly claimed that the direct lines have done well. If we have the facilities the business will grow from year to year."

WINTER PORT BUSINESS.

S. Schofield read the following comparative statement of this year's business compared with last. He said the figures for this year were accurate, because they knew what steamers had to come, and would come during the balance of the season.

Winter Season, 1895-6—

	Steamers.	Tons.
Beaver Line, Liverpool	13	33,957
Furness Line, London	17	25,423
Donaldson Line, Glasgow	6	9,795
	36	69,175
Pickford & Black, West Indies	6	7,053
	42	76,228

Winter Season, 1896-97—

	Steamers.	Tons.
Sailed	31	64,643
To arrive	17	33,483
	48	98,126

	Steamers.	Tons.
Beaver Line, Liverpool	15	42,084
Furness Line, London	12	20,122
Donaldson Line, Glasgow	10	19,160
Head Line, Belfast	5	8,144
Head Line, Dublin	5	6,288
Aberdeen Line, Aberdeen	1	2,328
	48	98,126
Pickford & Black, West Indies	8	8,036
	50	106,162

The shipments to the United Kingdom this winter show an increase of 42 per cent. over last year. The average time in port of the steamers is seven days, which, in the winter season, cannot be considered as a bad record. Mr. Schofield said that when the accident occurred on the west side there was a feeling among steamship men that it might be risky to send all the steamers that were scheduled to come here. Had they all come on time there would have been some difficulty in handling them. But two steamers were lost, the French line did not come, and the Aberdeen boat has not yet come. As it happened, all those that have come have got good despatch. Of course another winter there would be greater facilities. He would suggest to the council that before deciding on plans for berths, etc., they consult with the steamship men, both local and Montreal men, as to probable style of steamers coming here in future and the facilities required. There must be length of wharf and depth of water for large vessels. While some berths 350 to 400 feet might do, there should be other berths 500 feet long, with 30 feet of water. If the Government changed its plan with regard to its present largest subsidy it might not be very long before these very large steamers would be coming here. The experience of steamship men is that small steamers will not be able to live. While the business here has been 42 per cent. larger than last year, rates have not been satisfactory. The steamers have suffered severely from the competition of rival ports. But if they could survive last winter and this winter's experience in rates and still feel hopeful, then there would be every ground for saying the winter port would be a success. He felt that the citizens should not be too critical of the steamer lines. It was not good policy. The trouble and losses met were quite serious, and it might be much easier to discourage these lines than to get others to take their places. He said this advisedly. Difficulties have developed. The competition of Boston is a very serious one. When trade has been running in certain channels for years and years it is difficult to change it. As to the new wharves, every berth should have connection with the elevator. Not to have it so would be absurd.

Mayor Robertson was next called on, and, in behalf of the Council, extended thanks to the board for the invitation to this meeting. His Worship eulogized Mr. Fisher, and spoke in high terms of the Board of Trade. Coming to the winter port question, he alluded to what had been done in former years leading up to the present achievements, and spoke of the increase and satisfactory handling of freight this winter. We must, he said, sink all differences and stand shoulder to shoulder in face of competitors with greater financial and other advantages, and not rest till St. John is the fixed winter port of Canada, at least for freight traffic. His Worship outlined the negotiations with the C.P.R. and work on the west side up to the time of the land slide and since. Before that the C.P.R. had agreed to give $50,000, and after it they gave an additional subsidy equal to between $15,000 and $20,000, or enough to cover the actual loss. This action had led him to feel that the C.P.R. had waked up to the importance of St. John as a winter port. Without the C.P.R. it would be impossible at this stage to make a success of the winter port. There was no use in disguising that fact. And the City Council, he was pleased to say, had the very earnest and hearty co-operation of the C.P.R. at present. They were working together, and that without the Council slackening for an instant its grip on the city's interests. His Worship gave a summary of the expenditure on the west side, and pointed out that, added together, the various expenditures on the part of the city reached the sum of $431,752.23. All it received was $50,000 from the Provincial Government. Deducting this, there is $381,752.23 to represent the city's outlay. He would venture to say that no city in Canada had done as much in one direction at the expense of the taxpayers. They were justified in doing it. But, said His Worship, the time has now come when, in the interest of the taxpayers, we cannot ask them to expend any more money on this national undertaking. For it is national.

Lively.... Satisfaction

There are some goods that give fair satisfaction and others good satisfaction. There are still others of special merit which may be said to give **lively** satisfaction. To this class belongs *S.-W. P.* Those who once use it become quick admirers of the product — enthusiastic. They tell others of it, and it is largely due to this, the quick and large demand that has sprung up for these paints all over Canada.

Many of our agents tell us they are now selling more paint than they ever sold before, and are more than pleased with the bright prospects for increasing demand. All our efforts are in this direction.

THE SHERWIN-WILLIAMS CO.

WALTER H. COTTINGHAM
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

A BIG RAIL CONTRACT.

The Department of Railways and Canals has given an order for steel rails to an American company. Some weeks ago the Department invited tenders for the supply of 1,000 tons of 50-lb. steel rails to be delivered at Summerside for the use of the P.E.I. section of the Government road and 3,000 tons of 67-lb. for the main line of the Intercolonial to be delivered at Halifax. Tenders were sent in by the different agents in Montreal and elsewhere, but it was stated in Government circles on Saturday afternoon that the contract had gone to the Maryland Steel Co. and, although Belgian rails have been used, this is the first time that an American firm has received orders to supply rails to the Intercolonial. The exact price has not transpired, but it is understood that the figure of the fortunate tenderer is in the vicinity of $20 per ton.

MACHINERY DEPARTMENT.

NIAGARA FALLS 2,000 H. P. TURBINE.

ALL power users are quite aware of the fact that the water motor is the most inexpensive and convenient power producer of the day, as it does away with the large expense of coal, and its compactness in not occupying a large space is much in its favor. It is also remarkable from its absence of heat and unpleasant atmospheres, which always accompany a steam engine and other motors. Unfortunately, however, rivers and waterfalls are not always just where we want them; but nevertheless by the assistance of the air compressor or electric generator we can place with very little additional expense our power at our feet wherever we may stand.

Thi Niagara Falls, of course, is especially adapted for such harnessing, for with the amount of water that comes over there daily we should be able to supply power enough for an area of 50 miles radius; but, of course, we do not find Niagara Falls everywhere.

The hydraulic and electrical installations at Niagara Falls offer some interesting engineering features. We have reference to the enormous 2,000 horse-power turbine wheels of the new plant of the Niagara Falls Hydraulic Power and Manufacturing Co. which have recently been completed, the machinery being now in operation.

The plant was built for the purpose of supplying the new aluminum factory of the Pittsburg Reduction Co. and to supply power to other consumers.

The company now furnishes power to the Niagara Falls and Lewiston Railroad, and the Lewiston and Youngstown Railroad.

The water supply for the plant is taken from the upper Niagara river. It flows through a canal 4,400 feet long by 70 feet wide and 11 feet deep to a basin 400 feet long by 70 feet wide which runs parallel to the high banks. The water for the new power house is taken from a basin to a forebay 180 feet long by 30 feet wide and 22 feet deep. Situated on the extreme edge of the high bank, over the forebay, is built the gate house, which covers the gates, controlling the admission of water to penstocks. There are also two waste gates, each 20 feet deep by 8 feet wide, by which the canal can be cleaned at any time. The apparatus for handling these gates was devised by Mr. Wallace C. Johnson, chief engineer of the company, under whose immediate supervision the entire plant was erected.

Before each pair of gates are two cast iron cylinders about 8 feet high with pistons. The two ends of each cyclinder are connected to a pump driven by an electric motor by which the oil with which the cylinders are filled is pumped into either end at will, forcing the pistons to move accordingly; the piston rods are connected by an iron beam on which are hooks taking hold of pins on the gates.

The power house is 180 feet long, and is arranged to eventually contain sixteen wheels of about 2,000 horse power each. The wheels work under a maximum head of 218 feet, the highest head thus far used for such a large power. Owing to the fluctuation of the height of the water in the lower river the generator floor of the station was built some 20 feet above the normal water level and in order to connect the generator shafts it was necessary to have them also at same elevation.

It was found necessary to use turbine wheels mounted on horizontal axes to give the necessary speed regulation requisite in direct connected system.

The penstock runs down vertically 135 feet and is 8 feet in diameter, being built of steel plates. After reaching the bottom of the vertical fall it runs at an angle of 45° and then runs horizontally under floor for a distance of 70 feet. The size of penstock is here increased to 10 feet in diameter.

The water is supplied to the turbines from underneath. Valves are provided so that each turbine can be cut off from service if required; there are at present four turbine-wheels installed. They are each of 2,000 horse power and run at 280 revolutions per minute. They were built by James Leffel & Co., of Springfield, O. Each one takes water from a separate 5-foot pipe leading from penstock. Each wheel weighs 50 tons and stands on heavy double steel beams spanning the railrace. The water pressure is 100 pounds per square inch. The cylindrical case is 11 feet in diameter and 4 feet long. On the side of this case elbows are fitted, through which the discharge water is conducted from the wheel. The shaft passes through these elbows, which are provided with stuffing-boxes. The Power Co. have also two turbines of same type, only 2,400 horse power, which are connected with eight powerful pulp grinders situated on each side of the wheel connected directly to the shaft in similar manner to generators.—Scientific American.

DUTY ON MANILLA CORDAGE.

The Kingston Board of Trade adopted the following a few days ago: "Whereas, in the opinion of this board, Canadian vessel interests on Lake Ontario and the River St. Lawrence are suffering from the high price Canadian vessel owners have to pay for manilla cordage on account of the excessive duty imposed by the Canadian Government; and, whereas, the American companies running in opposition to Canadians can buy from 1½ to 2c. per pound cheaper than cordage can be bought in Canada; and, whereas, the duty on cordage is equal to about 30 per cent., while the duty on binder twine is 12½ per cent., and in the opinion of this board both should be the same, and 12½ per cent. is sufficient for both; be it therefore resolved, that the Dominion Government be petitioned to reduce the duty on manilla cordage for use on vessels to 12½ per cent., so as to place Canadian vessels on an equal footing in this respect with American vessels running in opposition to them, and that Mr. Britton, Q.C., be supplied with a copy of this resolution, with the request that he bring it before the notice of the Government at Ottawa."

TRADE IN MAGNOLIA METAL.

The Magnolia Metal Co. write as follows: "We have had several enquiries recently from trade journals as to the general trade conditions for the past year as far as we are concerned and as to our opinion of the future, and we desire to say that we have just closed our fiscal year on the 1st of March, and find that our sales of Magnolia metal in America have been 25 per cent. larger than they were the year before, and that the volume of business exceeded that of any previous year during the past ten years. This has nothing to do with our European business, which we found to be larger than our American business. The prospects for the ensuing year are very good, and we feel very sure that the next year will be a better one."

It might be added that on the 1st of May the offices of the company will be changed from 74 Cortlandt street to Nos. 266 and 267 West street, New York, where it will occupy the entire buildings. This change is made to give increased facilities for storage, shipping, etc.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

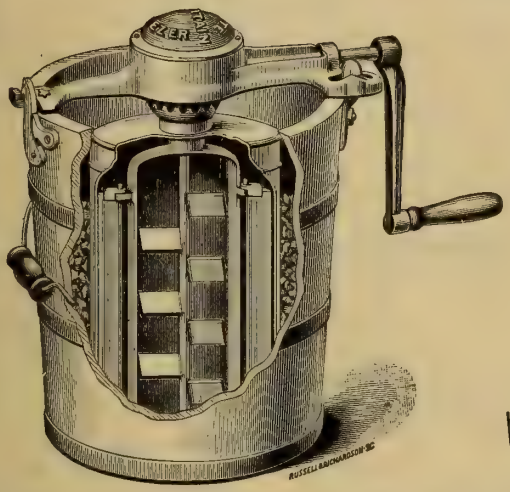
37 West Front Street., TORONTO.

BINDER TWINE—5-lb. balls—Samson and Lion Brands are the best.

Ice Cream Freezers

WHITE MOUNTAIN TRIPLE ACTION

BEST IN THE WORLD.



Sizes 1, 2, 3, 4, 6, 8, 10, 12, 15, 20, 25 Quarts.

SEASON 1897

WRITE for our PRICES

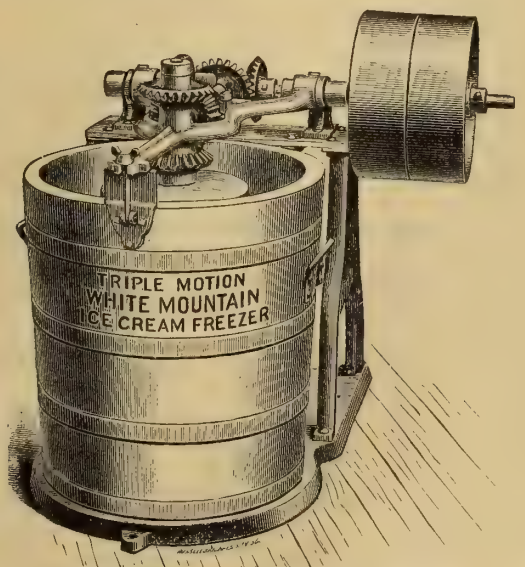
WITH FLY WHEEL. 15, 20, 25 Quarts.

GALVANIZED PLATFORM. 15, 20, 25 Quarts.

Special Close Prices

FOR . . .

PROMPT ORDERS



SAMSON POWER. 25 and 40 Quarts.

BINDER TWINE—5-lb. balls—Samson and Lion Brands are the best.

H. S. HOWLAND, SONS & CO.

...GRAHAM Cut and Wire Nails are the Best. Write for prices...

Two-Color Advertisements

Are coming more and more into public favor. Artistic advertisers find they can secure such striking effects by using two colors, that the additional cost is no consideration.

We are making a specialty of two-color pages

in the SPRING TRADE NUMBER and guarantee first-class work. The colors used will be red and black. If you give us some data regarding the goods you propose advertising, we will submit an idea for your approval.

Full page in two colors
$35.00

Established 1860.

Milk Can Trimmings

Incorporated 1895.

If you want the **BEST** Milk Can Trimmings made, send us along your order, and that is the kind we will ship you. Our trimmings speak for themselves.

The Thos. Davidson Mfg. Co. Ltd. - - - Montreal

COLLAPSE OF DEPARTMENT STORES.

THIS may be the age of department stores, but some of the department stores do not appear likely to attain to maturity, let alone old age.

The fact of the matter is that some of them are getting a dose of their own poison: They are dying from the effects of over-competition. Some are failing outright, others are going into liquidation, and still others are quietly going out of business.

The race is too hot for them. The press despatches show this. But we do not require to go away from home for evidence.

Toronto is, in Canada, the home of the department store. And there within the last couple of years four of this peculiar kind of stores have gone out of business. If we take one house, which assigned and eventually started up again under new ownership, we can make the number five.

The four departmental stores which have gone out of business are: "The Mammoth," R. Walker & Son, McKendry & Co. and Sutcliffe & Co. The last named, it should be explained, will not be finally closed for another week or two.

Special adaptation appears to be demanded for conducting a department store, as well as a good many other things. Evidently the proprietors or managers of some of them are deficient in this quality. Hence the dissolutions, which, of course, provide food for satisfaction for the regular dealers.

VARNISH GUMS.

By W. H. Evans, Toronto, in Painter and Decorator.

ALTHOUGH the term "gum" is used commercially by all manufacturers and dealers in articles which go to make up varnishes, it is improperly so-called and the correct word is resin as applied to nearly all the base or gummy matter used in that useful and important article of commerce known as varnish.

Varnish is known as a beautifier, an embellisher, and a protector—a transparent "overcoat" as it were—and the world has been ransacked to find the various "gums," (we will use the popular word) which go to make up the varnish used by the artist, decorator, finisher, or polisher.

In varnish making the chief gums used are: African copal, kauri, manila, damar, and shellac.

Certain gums are obtained in a fossiiized condition, amber being the most notable instance of this class. The copal from Africa, and the well-known kauri gum of New Zealand are found in a semi-fossilized condition, and are obtained by digging from one to a dozen feet in the earth in certain localities.

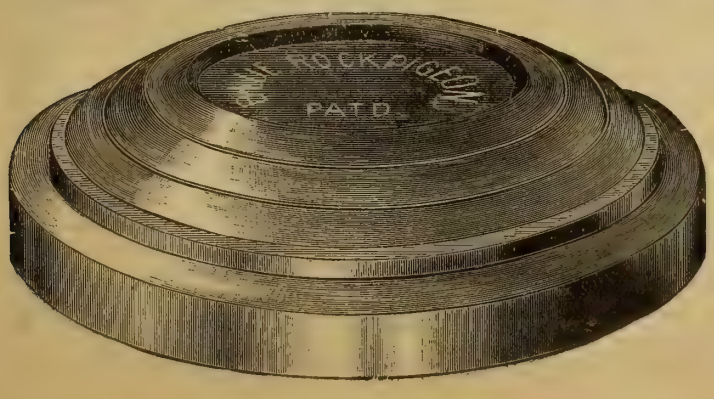
The gum digger of New Zealand is a character indigenous to the soil and the by-play of commanding a man to "go and dig gum" is equalled by the injunction meted out in Canada to a sluggard to "go and saw wood?"

There is of course a wide range of useful resins and gums, differing in their character and properties. Mixed in manufacturing with essential oils or dissolved in alcohol their field and usefulness is very large. The highest type of gum is a transparent mass of a faint yellow or brown color with a sweet smelling or perhaps turpentine odor. The lowest type of varnish gum, useful in its way, is the "tacky" resin of the Carolinas, facetiously known to the craft as North Coast gum.

The odor from gum benzine, used to some extent in making the varnished labels we notice on tins, is peculiarly fragrant and refreshing. A stroll in a well-ordered varnish room, where the product is being stored and matured, is extremely invigorating. The gum lac, familiarly known as shellac, is a resinous substance found on certain trees in India. It yields a fine red dye and is also used in the manufacture of sealing wax.

The expression often heard in connection with shellac, to "kill a knot," is erroneous. The resinous knot is still there, but the application of shellac in the form of varnish over the knot prevents its gummy matter from exuding, fills up the porosity of the knot and keeps it from absorbing the coat of paint. In other words, the application of the shellac in solution bridges over defective places and leaves a good basis for the coating material to be applied.

BLUE ROCKS BLUE ROCKS BLUE ROCKS



TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

ESTABLISHED 1839

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

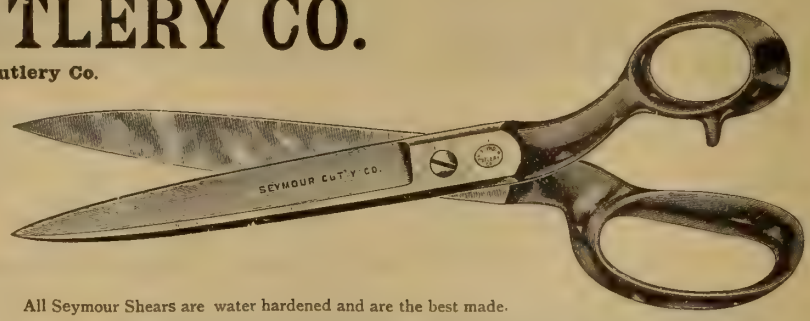
Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears



All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

SPORTSMEN'S EXPOSITION.

THE Sportsmen's Exposition, which opened in New York on the 13th and closed on Saturday last, may be considered a success financially, but, like the Bicycle Expositions in Chicago, New York, and Boston, it is doubtful if exhibitors have received benefits commensurate with the great expense attending a proper display of their wares at these expositions. As an advertisement it is pretty clearly demonstrated that it is not up to printers' ink in selling goods. It would not surprise the writer if another year all expositions of this kind would be abandoned and manufacturers generally would return to the columns of the newspapers and journals of the day to advertise their wares.

The decorations and attractions in Madison Square Garden were a credit to the management of the association, and if success has been attained on the whole, it is through their untiring zeal to make it so. No exhibitor had cause to complain on that score. The attendance was large, but confined largely to the evening programme, which did not give to exhibitors a good opportunity to illustrate their goods to advantage.

The exhibitors numbered 130; the principal ones are here given :

Marlin Fire Arms Co., New Haven, Conn., showed Marlin rifles, in all calibres and styles of finish, from the plain to the finely embossed, richly engraved and delicately inlaid specimens, elaborate in their decorations of gold, silver and platinum; also Marlin revolvers of the usual type and the Marlin rust repeller. One of the most striking guns was a rifle with full oxidized silver plating and bird's-eye maple stock and forearm. Take-downs were shown in all lengths and styles, the most attractive guns being the take-down rifles with half octagon barrel, half magazine and shot gun rubber butt plate. The result is a rifle which, it is stated, balances to perfection, and is at the same time exceptionally light. This rifle is furnished at the same price as the regular arm.

Iver Johnson's Arms and Cycle Works, Fitchburg, Mass.: This large and enterprising firm, like their exhibits in the Bicycle Expositions, was up to date in all its appointments. Their display of revolvers took the lead, as did their bicycles at the Bicycle Exposition.

The J. Stevens Arms and Tool Co., Chicopee Falls, Mass., displayed a great variety of their fire arms. This firm's manufactures of pistols and rifles, both light and heavy, attracted a great deal of attention. Some of these rifles will be offered as prizes soon for subscriptions to The Military Gazette, which will give the young man who desires to practise with an amateur 200-yard rifle a chance to obtain one at the expense of a little labor in getting subscribers to a paper that all the youth of Canada should read.

The Overman Wheel Co., Chicopee Falls, Mass., had an exhibit of athletic and sporting goods that was a wonder to all lovers of sport.

The Colts Patent Fire Arms Mfg. Co., Hartford, Conn., had a display in keeping with the well-earned reputation of this concern for heavy army revolvers.

The Savage Repeating Arms Co., Utica, N.Y., whose exhibit of rifles, carbines, cartridges, powder, etc., was in the centre of the great amphitheatre, attracted a large share of attention, and the interest taken in the new .303 calbre military rifle, with the Savage wind gauge peep-sight, stamped it as the arm of the day for army purposes.

Parker Bros,, Meriden, Conn., exhibited their high-grade shot guns that are so well known throughout the United States. Although high-priced and duty high, a large number of them find their way into Canada. These guns range in price from $50 to $400.

The Winchester Repeating Arms Co., New Haven, Conn., had large floor space, and a large exhibit, which received a liberal share of attention from lovers of firearms.

The Remington Arms Co., Ilion, N.Y., showed a large variety of rifles and shot guns.

The Baker Gun and Forging Co., Batavia, showed some new features in their hammer and hammerless double shot guns, which combine safety and execution of superior merit.

The Union Metallic Cartridge Co., Bridgeport, Conn., had a pyramid of paper shot shells and metallic ammunition that was attractive enough to run itself, and, like a lettered monument, it silently said, "Come and See Us."

The Hazard Powder Co., New York, Buffalo and Detroit, gave an exhibition of the manner of grinding powder, they having the large roller wheels used for that purpose in full operation on the floor, and we can vouch for the truth of it that if it did not sell much powder, it gave an illustration to more enquiring people than any exhibit at the show.

G. F. Heublein & Bro., Hartford, Conn., had a handsome display of their celebrated Club Cocktails. This brand of goods has an immense sale all over the continent of Europe, and now has the "first call" in the United States and Canada. This firm has also gained an enviable reputation for their "Loyal Club" punch and "Calisa" bitters wherever introduced. The name Heublein & Bro. on these brands is a garantee of their excellence.

Great interest centred in and around the log cabin apartments of the state of Maine, and full details of camp life of a sportsman were illustrated each day by the picturesque heroine, Miss T. C. Crosby, a stalwart lady of six feet, bronzed by the sun in out-door life, presenting a picture of unconventionality, though without a tinge of untidiness. Her whole life nearly has been spent in the woods and on the lakes of Maine with gun and rod.

HARDWARE AND METAL is indebted to the press manager and The Iron Age for courtesies extended to our traveling representative while at the Exposition. Lack of space prevents the publication of a more lengthy account of the Show. The names mentioned above, however, cover the list of exhibitors in whom Canadians are specially interested.

Jellstone EVER-READY Kalsomine

BY ADDING COLD WATER AS REQUIRED.
Painters everywhere using it. Takes the place of whiting and glue preparations.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West - - TORONTO.

WE ARE SOLE CANADIAN AGENTS FOR

Cavalier and Pelham Bicycles
Search Light and Midnight Sun Lamps

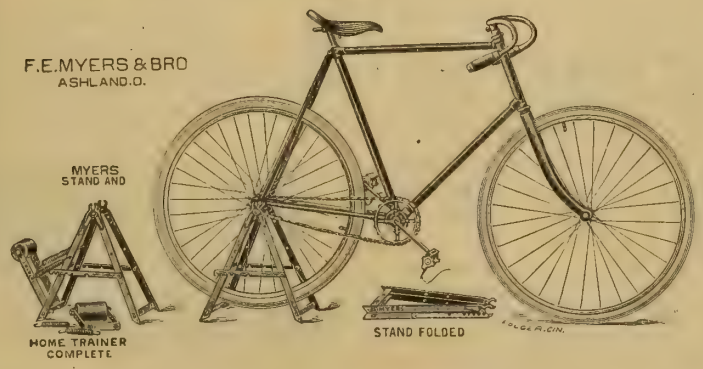
And are headquarters for **ALL STANDARD CYCLE SUNDRIES.**

Send for Catalogue. . .

CAVERHILL, LEARMONT & CO. - - MONTREAL, QUE.

PHOENIX BICYCLES

STAND THE RACKET. STRICTLY HIGH GRADE. FULLY GUARANTEED.



AGENTS WANTED.

This stand weighs 4½ pounds and is made of spring steel. It is made to carry a 300-pound man. The stand is designed to assist the salesman in showing up his wheel. It enables the customer to mount the wheel and try it. It does not mar the wheel or detract from its appearance.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

PRESENTATION TO J. M. DILLON.

A NUMBER of the members of the Western Ontario Commercial Travelers' Association assembled in the association's rooms, Masonic Temple, London, on Saturday afternoon, to give expression to their esteem for their ex-president, J. M. Dillon, of A. M. Smith & Co., wholesale grocers.

J. M. Dillon.

At the meeting of the association held in December last, the members resolved to give a tangible expression of their appreciation of the services of their retiring president, who had held the position during the past two years. A committee was appointed to make the necessary arrangements, consisting of Wm. Gray (chairman), C. E. Perry, H. G. Collamore, Samuel Munro, Harry Line, Bert Wilcox, J. M. Logan, F. H. Crabbe, John T. Green, James Granger, J. C. Hazard, T. P. Blackwell and Alfred Robinson.

The committee discharged its duties well. Through the assistance of Mr. Bowman, of Bowman, Kennedy & Co., a handsome silver service of a novel design, consisting of twelve pieces, was procured and presented to Mr. Dillon as before stated, on Saturday, together with an illuminated address.

President Gray read the address, which was as follows :

Dear Sir,—We, the members of this association, on your retirement from the office of president, take the opportunity of expressing our deep sense of obligation for the very able and courteous manner in which you have discharged the duties during your two years' term.

We beg your acceptance of the accompanying silver service, and beg to express our most cordial wishes for the happiness and prosperity of yourself and family.

Signed on behalf of the association :

WILLIAM GRAY, president.
SAMUEL MUNRO, treasurer.
ALFRED ROBINSON, secretary.

The sentiments expressed in the address were emphasized by a number of the members present, and Mr. Dillon replied in a neat speech.

Among those present were Messrs. R. C. Struthers, W. L. Underwood, G. A. McGillivray, E. R. C. Struthers, R. W. Coates, and James A. Kennedy.

PETERBORO' BOARD OF TRADE.

The annual meeting of the Peterboro' Board of Trade was held on Thursday night, when the following officers were elected : President, Mr. John Carnegie ; vice-president, Mr. W. Manson ; secretary, Mr. H. S. Macdonald ; chairman of council, Mr. Peter Hamilton. The board decided to unite with the Town Council in sending a strong deputation to Ottawa on April 6 to urge upon the Government the necessity of further work on the Trent Valley canal sytem.

ALLISON HYDRAULIC MINES.

ATTENTION is drawn to the development of the Allison Ranch Hydraulic Mining Co. The Allison Ranch properties consist of 640 acres of rich gold-bearing gravel benches, two hundred feet high, and being two miles long by half a mile wide, situate on the north banks of the Tulameen River at Princeton, B.C.

To test this property some six shafts have been sunk, aggregating in all 197 feet, and the reports of two experienced engineers have been obtainad and are given verbatim in the company's very complete prospectus.

Messrs. J. H. Chewett, mining engineer, of Toronto, and C. H. Mitchell, hydraulic engineer, of Niagara Falls, have examined these and other reports and consider the properties exceedingly valuable, and the cost of experiment very light, as compared with other similar properties.

Very valuable water rights have been secured, the works necessary to bring the water to the gravel beds being of the simplest character ; in fact, these claims, it is urged by the promoters, possess all the features of a first-class hydraulic mine.

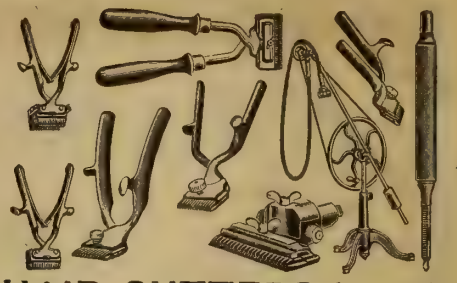
The company's prospectus contains estimates in detail, and gives the results of the various tests of the gravel.

Eastern investors will be glad to see the names of well-known local business men on the Board of Directors. The eastern board, which has its headquarters at Toronto, is composed of Mr. J. B. Laidlaw, manager for Canada of the Norwich Union Fire Insurance Society, who is also vice-president ; Mr. H. C. Dixon, of the well-known wholesale firm of Gillespie, Ansley & Dixon, and Mr. J. H. Chewett, mining engineer, all of Toronto.

From the placer mines of California up to 1883, $1,100,000,000 in gold was obtained. British Columbia has already produced $60,000,000 in gold from its placer mines, and with the aid of hydraulics there is every reason to believe that its gravel deposits will prove to be as rich as those in the country to the south of it.

Taking into consideration the low capitalization of the above company (only $250,000) and also the estimated small cost of equipment, it will be readily seen that this must necessarily mean large dividends for its shareholders in the event of the property proving as profitable as the directors hope.

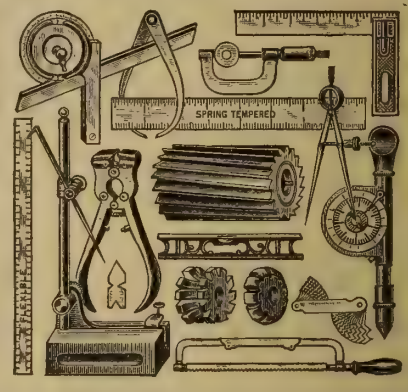
The company seems to have done its best to safeguard the investing public, the whole of the stock being placed in the hands of the Trusts Corporation of Ontario, who are also registrars, and will countersign all certificates, and the promoters depend entirely for their profits upon the success of the mine.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO, Worcester, Mass.** Catalogue on application.

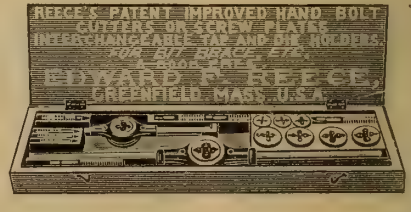
CLOCK AND TOY MOVEMENTS
Cyclometers
Brass Models, Door Bells and Burglar Alarms
SEND FOR CATALOGUE
THE STAR MANUFACTURING CO.
New Haven, Conn.

STARRETT'S



FINE TOOLS
98 Page Catalogue Free.
THE L. S. STARRETT CO. Box 5
ATHOL, MASS., U.S.A.

COVERT MFG. CO.
WEST TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



PATENTS
PROMPTLY SECURED
Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
MARION & MARION, EXPERTS,
Temple Building, 185 St. James Street, Montreal.
The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively
Mention this paper.

The Varnish that Lasts

THE CANADA PAINT COMPANY'S

"Amberite" Varnishes

ARE THE HIGHEST GRADE OF VARNISHES MADE.

EVERY PACKAGE BEARS THE COMPANY'S GUARANTEE.

	PER IMP. GALL
RAILWAY VARNISHES—1 GALL. CANS FREE.	
"AMBERITE" CAR FINISHING	$ 7.00
" LOCOMOTIVE FINISHING	6.00
" HARD RUBBING	6.00
" INSIDE FINISHING	4.00
CARRIAGE VARNISHES	
"AMBERITE" WEARING BODY VARNISH	7.00
" ONE COAT COACH BODY VARNISH	6.00
" MEDIUM FINISHING VARNISH	6.00
" ELASTIC GEARING VARNISH	6.00
" MEDIUM GEARING VARNISH	4.50
" PALE HARD RUBBING VARNISH	6.00
" MEDIUM RUBBING VARNISH	4.50
" BLACK RUBBING VARNISH	5.00
" ELASTIC CARRIAGE VARNISH	5.00
" MEDIUM CARRIAGE VARNISH	4.00
" CARRIAGE BODY PRIMER	3.50
" JAPAN COACH GOLD SIZE	3.50
PIANO AND ORGAN VARNISHES—IN BULK.	
"AMBERITE" PIANO FINISHING VARNISH	6.70
" PIANO POLISHING VARNISH	6.20
" PIANO FLOWING VARNISH	5.20
" PIANO RUBBING VARNISH	4.70
" ORGAN RUBBING VARNISH	2.70
DECORATORS' VARNISHES—IN CANS AS ABOVE.	
"AMBERITE" INTERIOR FINISH	4.00
" EXTERIOR FINISH	6.00
" PALE CHURCH OAK VARNISH	3.00
" CRYSTAL DAMAR VARNISH	3.20
" MASTIC VARNISH	8.00
" TRANSPARENT SHELLAC (for White Wood)	6.00
MISCELLANEOUS VARNISHES	
"AMBERITE" SPAR VARNISH	5.00
" BOAT VARNISH	4.00
" ENAMELS, WHITE & TINTS	6.00
" SINGLE COAT SURFACER	3.00
" LACQUERS FOR BRASS AND SILVER	4.00
" BRONZING LIQUID	3.00

SOLE MANUFACTURERS . . . The Canada Paint Co., Ltd.

. . . MONTREAL . . .

BRANCHES AT TORONTO AND VICTORIA.

PRICES

Subject to Trade Discount . . .

Bicycle Enamels
Bicycle Varnish

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 26, 1897.

HARDWARE.

THE week has not developed any general or radical change, but there has been more enquiry noted, though it is still confined to very small quantities of material. Wire, both barbed and plain, remains quiet as a rule. Wire and cut nails have experienced rather more demand, and there is a fair trade passing in horse nails, horseshoes, screws, brass and copper wire, bolts, rivets, etc. Cordage also has exhibited rather more activity, both for prompt and future shipments. Spades and shovels are still asked for, and carpenters' tools are looking up a bit. Sorting orders for cutlery are fair, and import orders, which have been backward, are picking up a trifle. On the whole the week exhibits a better feeling.

BARBED WIRE—Orders are only for small quantities. We quote as follows: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f. o. b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

PLAIN FENCE WIRE—There is a moderate business doing. Discounts are: 25 per cent. off the list 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—There has been a fair enquiry for small lots of bright and coppered spring. Discount on coppered spring, 25 per cent. f.o.b. Montreal.

WIRE NAILS—Orders are rather better than they were last week. Discounts are: 80 and 2½ off f. o. b. Montreal, in this province, and 80 off in Ontario, with delivery of 10-keg lots where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—Demand for cut nails is also somewhat brisker than it was, but the volume of orders is not large. The base price is still $2.15 with the usual allowance of 10c. per keg under the specified conditions; f. o. b. in Quebec, freight prepaid in Ontario on 10-keg lots to points where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There is a quiet, steady demand for these at 50 per cent. discount.

HORSESHOES — Orders for these are coming in fairly well. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25 assorted, $5; steel toe weights, $5.50.

SCREWS—Business continues in the same condition as last week. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Discounts vary on these from 10 to 12½ per cent. with demand of a fair character.

BOLTS—There is a fair demand for assortments. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS, ETC.—There is a fair business doing in rivets and burrs in a small way. Discounts are: Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE — There has been more enquiry for cordage this week. We quote sisal at 6¾ to 7c. for 7-16 and upwards and manilla at 8¼ to 8¾c. for 7-16 and upwards, and 8¾ to 9¼c. for smaller sizes.

CHURNS AND WRINGERS — Continue in much the same position as noted last week.

SPADES AND SHOVELS — There is a fair demand for these.

AXES — Continue as last noted at $5 to $9 per box, with little demand.

TOOLS — Carpenters' and mechanics' tools are quiet.

BUILDING PAPER—There is a fair demand for building paper. Prices are as last noted, but it is claimed that round lots have been shaded. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING — Quiet and unchanged.

WARE—There is no change in this line.

HINGES—Are quoted at $2.50 to $3.60 per 100 lbs., according to size.

CUTLERY—Commission men complain that import orders have been rather backward, but that they are picking up now. The sorting demand during the week has been fair.

SPORTING GOODS—Very little doing except a few small lots.

CEMENT—The cement market continues quiet. The only change is in Belgian, the inside on which is now $1.95, all the cheap low-grade material having been cleared off

IMPORTANT ANNOUNCEMENT.

TIN PLATES
4,000 Boxes
Bradley } Standard Sizes
P. D. Crown }

GALVANIZED IRON
800 Cases
Moorwoods
Lysaght's
Lion, Queen's Head, Flower, Rideau } 16 to 28 Gauge

The above was slightly damaged by water; but has been dried and cleaned, and is practically as good as ever.

Will be sold in quantities to suit purchaser at Less than Market Prices.

THE McCLARY MFG. CO. { LONDON, TORONTO, MONTREAL WINNIPEG, VANCOUVER.

1897 IMPROVED 1897

STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.

Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
HAMILTON, ONT.
Eastern Depot, 422 St. Paul St., MONTREAL.

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

·FIREBRICKS·

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.
30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by
THE
Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO, MONTREAL, LONDON, OTTAWA
British and Belgian Plate Glass also in stock.

SUMMER
Sporting Goods

FISHING TACKLE, LACROSSES, FOOTBALLS, BASE BAGS, PUNCH ING BALLS, TENNIS, BOXING GLOVES, Etc. Our TACKLE stock is the finest in the Province, and we pay special attention to Mail Orders. Send for Catalogue B.

The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

the market. We quote: English, $2.05 to $2.15, and Belgian, $1.95 to $2.

FIREBRICKS—There has been a good demand for delivery after the first, some large orders having been executed. We quote: $17.50 to $22.50 per 1,000, as to brand.

METALS.

There has been no change of moment in the market for heavy iron and metals. Advices from primary sources generally continue steady and prices here are generally as last quoted.

PIG IRON—A few small lots for present wants sum up the situation in pig iron. We quote: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—Demand continues quiet, and it is claimed the price has been cut to induce business, sales of round lots being reported at less than $1.50; in fact, $1.40 is named as the basis for one sale. We quote the range $1.45 to $1.55.

BAND IRON—There is some enquiry for band iron on the basis of $1.75.

HOOP IRON—Is much the same as band iron. We quote $2.25 as the basis.

SHEET STEEL—The basis on the more common gauges ranges from $2.60 to $2.70, and demand is not active.

SHEET IRON—Continues quiet and steady on the basis of $2.50.

GALVANIZED IRON—There has been some shading in the price of this article, and prices range from $4.50 to $5.50, according to brand.

TINNED IRON—There is a fair demand for the standard gauges. We quote: $5.50 up to 20 gauge.

LEAD PIPE—There is a quiet demand for lead pipe at 7 to 7½c., with 30 and 5 off.

PIG LEAD—Continues at the decline noted last week, $3.50.

INGOT COPPER—Quiet at 12 to 13c.

INGOT TIN—Demand continues quiet here at 16 to 16½c.

SHEET COPPER—Firmly held under light stocks at 17½ to 18c. Demand is quiet.

IRON PIPE—Unchanged as last noted. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE—Business has picked up a trifle, but the change is hardly appreciable. We quote $2.60 to $2.65.

TERNE PLATE—Quiet and firm at $6.25.

TIN PLATE—Some enquiry is noted. Prices are steady: Coke, I.C., $3.25 to $3.45; charcoal, I.C., Alloway, $3.45; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X,, $4.50.

BABBIT

Small or Large Quantities
Every Quality
HARRIS
Headquarters for Mixed Metals

W. G. HARRIS
25-31 William St. - Toronto
TELEPHONE 1729

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

GALOPS CANAL

NOTICE TO CONTRACTORS.

SEALED TENDERS ADDRESSED TO THE UNdersigned, and endorsed "Tender for the Cardinal Section of the Galops Canal," will be received at this office until 16 o'clock on Saturday the 17th day of April, 1897, for the works connected with the enlargement of the Galops Canal.

Plans and specifications of the work can be seen on and after the 31st day of March, 1897, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's office at Cornwall. Printed forms of tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of $150,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respectives parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender.

Contractors are specially notified that the condition requiring the works to be wholly completed by the 31st day of January, A.D. 1899, will be rigidly enforced and all penalties for delay exacted.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 20th March, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

(15)

COIL CHAIN—A fair number of orders are coming in. Stocks here are light, except in the case of one firm.

BOILER PLATE — Steady at $1.90 to $2.

SOLDER — A fair jobbing enquiry is noted at 10½ to 11c.

SHEET ZINC — Prices are unchanged at $5 to $5.25, with demand quiet.

SPELTER—Steady, at $4.50 to $4.70.

ANTIMONY — Nominally unchanged at 10c.

SCRAP IRON—There has been little or nothing doing in scrap, and prices are still nominal.

GLASS.

There is little activity in glass, except in a small jobbing way. We quote: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

The past week has been a quiet one and developed no new feature. Liquid paints and general colors continue to afford a steady demand, but the volume of business is not increasing. Prices continue without alteration.

WHITE LEAD—We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Continues as last quoted: 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Rule firm with a good demand.

PUTTY—Best brands are steady at $1.75 in bulk and $1.90 in bladder.

GUM SHELLAC—Quoted at 27c. for pale orange.

PARIS GREEN—As last noted.

LINSEED OIL—Quiet; raw, 44c.; boiled, 47c. per gallon; 5-barrel lots 1c. per gallon less.

TURPENTINE—Continues firm at 44c. in single barrels and 43c. for 5-barrel lots.

VARNISHES—There is a steady jobbing demand for these.

SEAL OIL—As last quoted at 48 to 50c.

CASTOR OIL—Quiet at 8½ to 9c.

NAVAL STORES—There is no change in these. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

The heavy chemical market continues quiet. We quote: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2.; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50; glycerine, per lb., 22 to 25c.

HIDES.

The hide market has advanced under an active demand from tanners. We quote: Beef hides, 9, 8 and 7c.; calfskins, 6 to 8c.

PETROLEUM.

There is a fair demand for this; car lots of Canadian refined, 15½c. and smaller lots, 16½c.

COAL.

No change to report. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6; Scotch steam, $4 to $4.50, and Lower Port steam, $3.75 to $4 per ton of 2,000 lbs.

ASHES.

First pots range from $3.35 to $3.40; seconds, $3.05, and pearls, $4.50.

ONTARIO MARKETS.

TORONTO, March 26, 1897.

HARDWARE.

NO strikingly new feature has developed during the past week. The volume of business in shelf hardware, if anything, is scarcely as large as it was a week ago. Travelers state that customers will only, as a rule, buy for immediate requirements pending the result of the revision of the tariff. In spite of the tariff, however, retail merchants at the mining points are ordering forward their goods. Business is being well maintained in such lines as rope, wire and cut nails, barn door hinges, plough lines, rope halters, bolts, screws, etc.

BARB WIRE — A few orders have been received during the past week, but they were mostly for small lots, and the output is smaller than it was even a week ago. We quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—An occasional order is being received, but as a rule business is dull. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—Coppered spring and coppered iron wires are coming in for a little better demand, but in general trade is much about the same as a week ago. We quote: Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS — Trade continues to improve, and a fair business is being done. Discounts, 80 per cent. Ontario, with 10-keg lots delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 and 10 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f.o.b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—An improved business is also to be noted in this line. Base price $2.15 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade continues steady at the unchanged discount of 50 per cent.

HORSESHOES —Orders are not quite as numerous as they were a week ago. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—A good business is being done. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Trade is being fairly well maintained. Discounts, 10 to 12½ per cent.

BOLTS—Although business is not what might be termed rushing, yet a brisk business is being experienced. The demand is good for carriage, tire and stove bolts, and an increased sale in plough bolts is reported. Discounts are now: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb.; ¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS—The demand is being maintained. Discount, 17½ per cent.

RIVETS AND BURRS—Business is much the same as a week ago. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—The increased demand noted a week ago has been maintained. We quote: Sisal, 7-16 in. and larger, 6⅜c.; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—The demand continues fair. Discounts : 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—There is not much doing. We quote : "Lightning," $31.50 per dozen ; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS — The activity noted last week shows further improvement. Discount, 45 per cent.

HARVEST TOOLS—Are being called for freely. Stocks, however, are low, jobbers awaiting lower freight rates before putting in their spring supplies. Discount, 60 and 10 per cent.

MECHANICS' TOOLS — A fair business is still to be reported.

BUILDING PAPER — Trade has fallen off during the past week, orders being rather smaller. We quote: Plain building, 30c. per roll ; tarred lining, 40c. ; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING — Business is quiet. We quote : Standard, 45, 10, 10 and 10 per cent. ; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—Tinware remains steady. Orders for sap buckets are still coming in, and creamery can trimmings continue quiet. A brisk demand for granite ware is still being experienced.

HINGES—The demand continues fairly good. We quote : Screw hook and hinge, 6 to 10 inch, $3.50 to $3.60 per 100 lbs.; 12 inch up, $2.50 to $2.60 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CEMENT—Business continues to improve. We quote in car lots : Canadian Portland, $2.50 ; English do., $2.75 ; Belgian do., $2.50 ; Canadian hydraulic cements, $1.10.

PLUMBERS' SUPPLIES—Trade on country account remains steady.

CUTLERY—Trade conditions are much about the same as a week ago.

SPORTING GOODS.—An advance of from 50 to 75 per cent. has taken place in the price of revolvers, fuller particulars of which will be found in our editorial columns. A good demand is being experienced for revolvers. Other kinds of fire arms are quiet.

METALS.

No material change has taken place in the metal market.

PIG IRON — The market is weak and unsettled and no business is transpiring locally.

BAR IRON—Shipments are small, although numerous. Ruling base price, f.o.b. factory, is $1.45, and from stock $1.55 to $1.60.

HOOP AND BAND IRON—Trade has been quiet during the past week. We quote $2.25 per 100 lbs.

SHEET STEEL—Trade is about the same as last week. Orders have been principally for the lighter gauges. We quote as follows : 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60 ; 22 to 24, $2.60 ; 26, $3; 28, $3.25 ; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50 ; do. 26 gauge, $4.

BLACK IRON—A number of orders have been received during the week, principally for the heavier gauges. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70 ; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30 ; 26 gauge, $2.40 ; 28 gauge, $2.55.

GALVANIZED IRON—Very few shipments are being made from stock, but quite a number of import deliveries are now being made throughout the country. The demand from stock is only as a rule to satisfy immediate requirements. We quote : Queen's Head (case lots), 16 gauge, 3⅞c. ; 18 to 24, 3.75c. ; 26, 4c. ; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c. ; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75 ; 26 gauge, $3.20 to $3.50 ; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON—The improvement noted last week has continued and jobbers are experiencing some difficulty in supplying the demand for the larger sizes, such as 84 x 42 and 84 x 48. We quote: Up to 20 gauge, $5.50 per 100 lbs. ; 22 to 24 gauge, $6.13; 26 gauge, $6.50 ; 28 gauge, $7 ; special cut sizes, 4¾c. ; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Business is much as before. We quote : Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Not a great deal doing. Discounts, 60 and 5 per cent.

PIG LEAD—Has been quiet during the past week. We quote : 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER—Still quiet. We quote large lots at 12⅝c. and small lots at 12⅞c.

INGOT TIN— Stocks are not very heavy, and the demand is fair. Prices are firm. We quote : 16¼ to 16½c. For large quantities these figures can be shaded.

SHEATHING COPPER, ETC. — Outside of braziers' copper trade has been dull. We quote ; Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE—A number of orders have been received for an assortment of sizes, but shipments are on the whole small. We quote: ¼-inch, 60 and 5 per cent. ; ⅜ to ½-inch, 67½ and 2½ per cent. ; ¾-inch, 70 and 7½ per cent. ; 1-inch, 70 and 10 per cent. ; 1¼ to 1½-inch, 70, 10 and 5 per cent ; 2-inch, 70, 10 and 10 per cent. ; galvanized iron pipe, ½ inch, 50 per cent. ; ¾ to 2 inch, 50 and 5 to 50 and 10 per cent.

BOILER TUBES—Dull and unchanged. We quote : 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Business is moderate. We quote : Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75 ; copper, 30 gal., $22 ; 35 gal., $26 ; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—There is a little doing for special purposes and in special sizes. The regular stock only comes in for slight attention. We quote : All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—Trade has been active, with stocks exceptionally low in special sizes, for which there seems to be an increased demand. Cokes, especially 20 x 28, have been going out freely. We quote : Cokes, $3.15 for 14 x 20 ; do. squares, $3.25 to $3.50 ; $6.25 for 20 x 28 ; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN— The improvement noted last week appears to have been maintained. We quote : ¼ in. 4⅝c. : ⅜ in., $3.70 ; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES — Trade is quiet. We quote : I C, $6 ; I X, $8.

SHEET ZINC — Trade is good for this time of the year, a number of cask lots having been disposed of during the week. We quote : Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Still quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Business is active and prices firm. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote : Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

Trade in window glass is exceedingly quiet. Import orders are practically over,

Bicycle Riders

Should make it a point to examine the line of

Wolff-American High Art Cycles.

And study their many special features.

SINGLE MODELS, '97 - $100.

SINGLE MODELS, '96 - $85.

(While they last).

THE ***YALE .. Bicycles***

Are right, and sell at sight.
Two Grades....

LIST, $75 and $60.

Also Juveniles.

Ride=== McCUNE ===Cycles

RELIABLE AND GOOD.

LIST, $65.

DORKEN BROS. & CO., Montreal Representatives.

although an odd order is still being received. A good many enquiries are being received for plate glass and the discount has been increased 5 per cent., now being 40 per cent., while an extra discount of 5 per cent. is allowed to retail hardware men for orders coming through them. We quote window glass from stock: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

OLD MATERIAL.

Business continues to improve, and prices are unchanged. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

PAINTS AND OILS.

Enquiry amongst the paint and oil trade shows a fair shipping movement, quite up to the average. There are no special features to note, and the general state of business may be summed up as a fair average one without change of moment. White lead is steady both at home and abroad, and prices are firm. Ready mixed colors are easily the most active on the whole list, and dry colors are the most sluggish. We repeat last week's quotations, except for gum shellac, which is easier in Calcutta, and round lots are slightly shaded here. Quite a few enquiries are reported for paris green, but prices are unusually low, and an advance in price is anticipated in view of the strength of the raw materials, which enter into the manufacture of this article. Resins are firm, having advanced about 7½c. per 100 lbs. during the last few days. The linseed oil market is a little easier in England.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

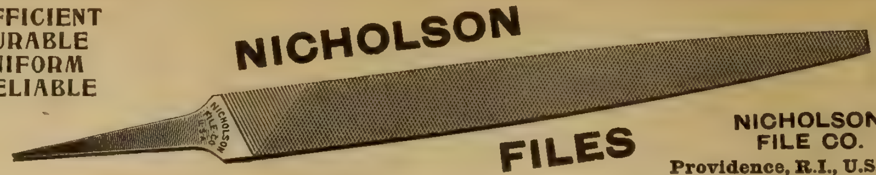
WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; Boiled, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE — We quote as follows: 1 to 4 barrels, 46c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

EFFICIENT
DURABLE
UNIFORM
RELIABLE



NICHOLSON FILE CO.
Providence, R.I., U.S.A.

A COMPLETE LINE OF PERFECT GOODS.

MARLIN REPEATING RIFLES

Are made in all calibres and styles, giving a complete line of Repeaters.

MARLINS excel because they are the only Repeaters with Solid Top Receiver and Side Ejection.

They have fewer parts than others and are constructed so as to be durable. Convenient to take apart and put together owing to simplicity of construction. Write for complete Catalogue.

THE MARLIN FIRE ARMS CO.,

For Sale by all Prominent Jobbers. New Haven, Conn.

CASTOR OIL — In cases, 9c. per lb. and 9½c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

PETROLEUM.

There is no change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

MARKET NOTES.

Plate glass is 5 per cent. lower.

Resins have advanced 7½c. per 100 lbs. during the last few days.

The cheaper grades of revolvers have been advanced 50 to 75 per cent. in price.

The attention of the hardware trade is drawn to the bicycle stand which M. & L. Samuel Benjamin & Co. are advertising in this issue.

M. & L. Samuel, Benjamin & Co. are this week in receipt of another large shipment of "Phoenix" bicycles, their sales of which, have so far been large.

H. S. Howland, Sons and Co. are in receipt of a shipment of "Bengal" razors. It has been difficult to get supplies of this article, but the firm is now prepared to fill all orders.

Mr. George Dean, hardware merchant, has removed from 818 Queen street east to 816 the same street. His new store is nicely appointed and presents a neat and attractive appearance.

H. S. Howland, Sons & Co. report the receipt of numerous orders for "White Mountain" freezers.

UNITED STATES MARKET.

NEW YORK, March 26, 1897.

PIG TIN—The market made a further gain in tone, under the influence of firm London cables and steady movement here into consumption and into the hands of out-of-town dealers. Speculation, however, remains virtually dead. Business was reported at 13.40c. cash and 13.45c. f.o.b., below which no quotations were made, except on 'Change contracts.

COPPER—Ingot is still rather slow of sale, and there is no demand for other than small lots from either the home trade or exporters. Prices remain more or less nominal, with the extreme quotations at 11¾ to 12c. for Lake Superior ingot, 11⅜ to 11½c. for electrolytic and 11 to 11⅜c. for casting stock.

PIG LEAD—Moderate business and slack demand were generally experienced. Some holders retained the quotation of 4.20c., but offers at 4.15c. were free enough to indicate easier market. London cable was £17 2s. 6d. for good merchant brands.

ANTIMONY—Dealings are moderate and the demand is slow, but prices are held quite firmly. Regulus quoted at 7¼ to 7½c. for Cookson's, 7c. for Hallett's and 6⅞ to 7c. for Japanese.

TIN PLATE—There were a few more inquiries for American plate. Foreign plate sold in a small way only.

IRON AND STEEL—Export inquiries for Southern pig iron were reported, including about 10,000 tons for England and 2,500 tons for France. The furnacemen quoted very low prices, but satisfactory ocean freight rates could not be arranged. Home trade is only fair, and mostly at low prices. Eastern buyers were quoted as low as $7 for No. 1 foundry, $6.75 for No. 2, $6.50 for No. 3 and $6.25 for No. 4—freight, about $3.50 to $3.75. Otherwise no interesting feature was noted. Business generally is slow and prices are rather weak all through.

Roof Talk

Did you know that the life of an Iron or Steel Roof is as long if not longer than that of any material ever used for a Roof? And consider how much cheaper its first cost is. To learn all about it write us for free pamphlet.

Sheet Metal for Structural Purposes a Specialty.

When a man talks price to you,
Ask him about Quality.
When a man talks quantity to you,
Ask him about Quality.
When a man talks merit to you,
Ask him about Quality.

Quality

"THAT'S OUR STRONGHOLD"

..IN..
Roofing, Siding, Ceiling, Metallic Lath, etc.

RETURNED
JUL 17 1897

HAPPY MAN

Because he handles our goods and has **satisfied** customers.

GET OUR CATALOGUE

on Sheet Metal Building Materials
We have all the desirable designs.

No After Trouble with Pedlar Patent Steel Shingles.

THE PEDLAR METAL ROOFING CO.

J. H. ASHDOWN, Winnipeg,
Agent for Manitoba and N.W.T.

Head Office and Works:
OSHAWA, ONT.

MANITOBA MARKETS.

WINNIPEG, March 26, 1897.

THE hardware trade of Winnipeg is in close touch with that of eastern Canada and is carried on on much the same lines. There not being manufactures of any account in the city, the stocks carried are such as cater almost exclusively to a farming trade. One house deals to a limited extent in miners' outfits and dairy machinery, but in the first line the demand here is exceedingly small, none of the mining country being actually tributary to Winnipeg, and in the other there are one or two dealers in dairy supplies that confine their attention to that line of business altogether, and consequently little of it comes to the regular hardware trade. This trade, like every other, has been affected by the season and the weather, but is now reviving and a rush is expected shortly. Prices are as follows :

NAILS—Cut, per keg, base price $2.63 for 60d., with usual extras ; common steel wire nails, 3 to 6-inch, $3.20 per keg ; 2½-inch, $3.33, with usual extras for smaller sizes.

HORSE NAILS—Pointed and finished, oval heads, list prices are as foliows : No. 5, $7.50 per box ; No. 6, $6.75 ; No. 7, $6 ; No. 8, $5.75 ; Nos. 9, 10, 11, $5.50. Discount off list prices, 45 per cent.

AXES—Per box, $6 to $9.

WIRE — Galvanized barb wire, plain twisted wire and staples, $3.10 per 100 lbs.

IRON AND STEEL—Bar iron, per 100 lbs., base price $2.25 to $2.50 ; band iron, per 100 lbs., $2.85 to $3 ; Swedish iron, per 100 lbs., $5.25 to $6 ; sleigh shoe steel $3, to $3.25 ; best cast tool steel, per lb., 9 to 11c.; Russian sheet per lb., 12 to 13c.

SHEET IRON—10 to 12 gauge, $3 ; 22 to 24 and 26 gauge, $3.25 ; 28 gauge, $3.50.

CANADA PLATES — Garth and Blaina, $3.15.

GALVANIZED IRON—American, 20 gauge, $4; 22 and 24 gauge, $4.25 ; 26 gauge, $4.50 ; 28 gauge, $4.75 per 100 lbs.

IRON PIPE—50 to 60 per cent. off list.

LEAD—Pig, per lb., 4½c.

SOLDER—Half-and-half (guaranteed), per lb., 14 to 16c.

PAINTS AND OILS.

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 3½c.; American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

WINDOW GLASS—First break, $1.75 per box of 50 feet, and $2 for second break.

LINSEED OIL—Raw, per gal., 52c.; boiled, per gal., 55c. in barrels ; per gal., 58c. An additional charge for packages for small quantities.

TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c.

Mr. J. J. Frankland, at one time the superintendent of the Toronto Street Railway Co., has secured the appointment as secretary of the Rossland Board of Trade, and will start for that city to take his new position in a few days.

Mr. Samuel Rogers, of the Rogers Oil Co., Toronto, interviewed the Controller of Inland Revenue the other day and asked that the regulation be changed to permit of oil being disposed of in tank wagons as well as barrels. The latter is done to prevent any possible loss of revenue to the Department.

SITUATIONS WANTED.

AS TRAVELER; HARDWARE OR PLUMBERS' Supplies ; long experience ; hustling young man. Address "23," c/o HARDWARE AND METAL, Toronto, Ont (13)

IN HARDWARE OR HOUSEFURNISHINGS, AS Salesman ; experienced, bright young man ; highly recommended. "Creelman," c/o HARDWARE AND METAL, Toronto, Ont. (13)

CANADIAN ADVERTISING AGENCY LTD. TORONTO

The Circulation of Canadian Papers

In Handy Business List, **FREE.** Send address and 6c. in stamps to pay postage. . . .

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for : Spear & Jackson, Sheffield, saws, tools, etc. ; H. Coghill & Sons, Newcastle, borax, etc. ; Starr Mfg. Co., Halifax, N.S., skates ; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

YOU WERE ASKED . . .

For

HARNESS OIL

last week

Do you remember if it was

ALLIGATOR HARNESS OIL ?

If so, send to us. We make it.

Alpha Chemical Co.

BERLIN, ONT.

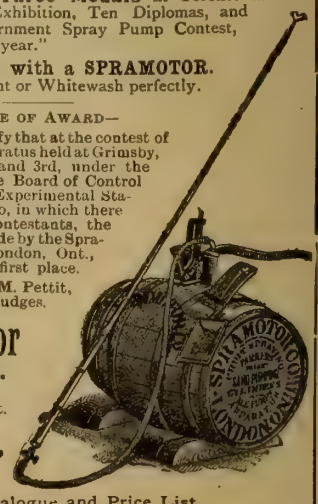
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibition, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . . Richmond St.
London, ONT.
Send for Catalogue and Price List.

80 YORK St. CHAS **BOECKH** & SONS TORONTO.

Painters' Brushes

All kinds for all purposes, but only the best of each kind for every purpose. Long life in them because the life of the ordinary painters' brush is altogether too short to satisfy the painter. We guarantee the wear.

Brushes
Brooms
Woodenware

Montreal Branch
1 and 3 De Bresoles St.

Binder Twine

Warranted
PURE
MANILLA
650 ft. to the lb.

BLUE RIBBON **RED CAP**
BLUE CROWN **RED CROWN**
STANDARD **WHITE SISAL**

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

Plumber and Steam-Fitter

BUSINESS is continuing to improve in the plumbing trade in Toronto. A good deal of overhauling and repairing is being done and the general outlook is getting brighter.

The regular monthly meeting of the Master Plumbers' Association of Toronto was held on Monday night. President Burroughes was in the chair. Four new members were initiated.

BUILDING PERMITS IN TORONTO.

These permits have been issued during the week by the City Commissioner, Toronto :

To Thos. Helliwell, for the erection of two two-storey semi-detached roughcast houses at 92-94 Palmerston avenue, to cost $1,500.

To George Wallace, $400 alterations to 10 Borden street.

To Mr. Rawlinson, for the erection of a three-storey addition to a warehouse at 11 St. Joseph street, to cost $2,000.

To the H. E. Clarke Co., for the addition of a storey to the workshop at No. 105 King street west, to cost $1,450.

To C. E. Evans, 436 Markham street, for the erection of a two-storey brick house on the west side of St. George street, near Sussex avenue, to cost $6,000.

To T. B. Baggshaw, for the erection of a detached brick dwelling on the south side of Marion street, east of Roncesvalles avenue, to cost $2,500.

AGENTS FOR THE "DAISY" BOILER.

The Toronto Radiator Manufacturing Co., Ltd., have been appointed agents in western Ontario for the "Daisy" hot water boiler, manufactured in Canada by Warden King & Son. The Toronto Radiator Co. have hitherto not handled boilers, but they purpose now entering upon a vigorous campaign.

The Spence "Daisy" boiler is portable, easily set up, with few parts and of the simplest construction. The only water joints are those which connect each section with the water-post at the back, being outside of either fire-pot or sections ; these joints are practically indestructible, and will last as long as the boiler. The water is fed into each section, direct from one side of the water-post, it passes through the section and is discharged into the other side of the water-post and does not require to traverse the successive sections above ; consequently there is the least possible friction, and circulation issues from each section as fast as it becomes heated. When the temperature outside ranges around the zero point, and a good fire is necessary, all the sections will contribute to the system through the water-post, but in mild weather, when a slight fire is sufficient, the lower sections receive the heat from the fire, and the water passes from the hottest part of the system direct into the distributing pipes through the building without passing through the sections above, which may be colder.

The centre flue in the one section is equal in area to the six flues in the other section. The sections are placed alternately one over the other in the boiler, consequently the heated gases cannot escape in a direct line to the chimney, but are necessarily distributed over every portion of the water surface in the boiler.

The fire pot is constructed upon principles, which, after exhaustive experiments, have been proved to be the most effective for hot water heating ; no fire brick or other non-conductor is used as a lining, and the fire pot being constantly full of water, absorbs the heat direct from the fire in the most efficient manner.

THE EFFECT OF WATER METERS AND CHECK VALVES ON BOILERS.

The use of meters on the water service in buildings where large boilers are used in connection with water backs for heating is not always desirable. Ordinarily an excess of pressure in a house service system finds relief in the street main which a water meter effectually stops. A New York firm, accord-to The Metal Worker, state that instances have been brought to their attention where range boilers have been wrecked under such conditions. Also, wrecks have occurred where check valves have been used on the service pipe to a kitchen boiler on an upper floor of an apartment house to prevent the loss of water by siphonage from the boiler to a lower fixture. It is pointed out that the water meter no less than the check valve prevents expansion towards the street main. When the fire in a heating apparatus dies down, the pressure in the service pipe fills the entire system with cold water, and then if all the faucets are shut off and do not leak, there is no room for expansion when a fire is started. Consequently, when water meters or check valves are placed on the service pipe supplying large boilers, there is no room for the increased bulk of water due to its expansion on being heated to a high temperature, and something must give way. Where a small boiler is used on a system having a large amount of lead piping, the material being capable of giving slightly under strain and of changing shape, will supply sufficient relief to prevent a wreck, which would be certain with iron pipe, on account of its rigidity. It is not infrequent that the water back or the piping succumbs before the boiler is destroyed, but where the heating device is a coil of iron or copper pipe and the piping is of iron, the pressure is more likely to affect the boiler than some other parts of the system. Under such circumstances, in order to make the work safe and permanent, it is advisable to use a safety valve to relieve the pressure and a vacuum valve to admit air when there is a tendency to siphon.

PLUMBING NOTES.

The stock of Alex. McKay & Co., plumbers, Montreal, has been slightly damaged by fire.

Lockhart Manufacturing Co. is starting into business in Rock Island, Que., as plumbers.

The assets of the Young & Bro. Co., Ltd., Hamilton and Brampton, are advertised for sale by tender.

The Building Committee of the Hamilton Board of Education has awarded the plumbing, gas-fitting and electric fixtures contracts for the new collegiate institute buildings to W. J. Walsh.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods

Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

. . ISLAND CITY . .

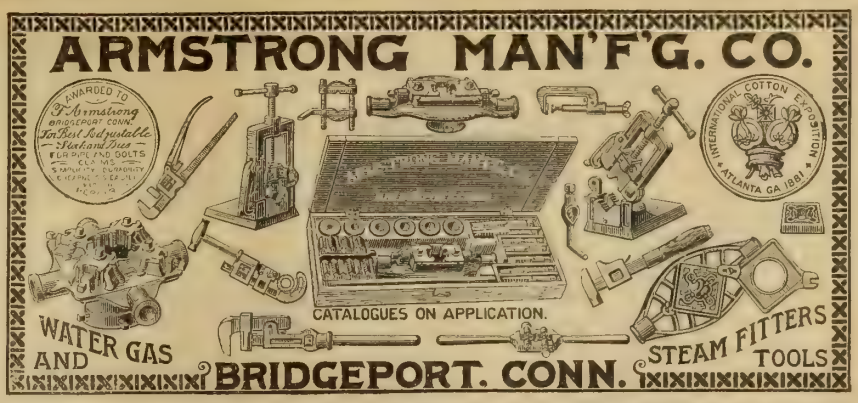
Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.

WORKS: 274 St Patrick St., MONTREAL.



DIRECTORS LIABLE.

THE following provisions in the bill respecting the incorporation and regulation of joint stock companies, now before the Ontario Legislature, will interest a large number of business men, affecting, as they do, liability for statements in prospectus. Section 99 of the bill provides:

When a prospectus or notice invites persons to subscribe or apply for shares, debenture stock, annuities on lives, or other securities as a company, incorporated under this Act, every person who is a director of the company at the time of the issue of the prospectus or notice, and every person who, having authorized such naming of him, is named in the prospectus or notice as a director of the company, or as having agreed to become a director of the company either immediately, or after an interval of time, and every promoter of the company, and every person who has authorized the issue of the prospectus or notice, shall be liable to pay to all persons so subscribing or applying on the faith of such prospectus, or notice, compensation for the loss or damage they may have sustained by reason of any untrue statement in the prospectus or notice, or in any report or memorandum appearing on the face thereof, or by reference incorporated therein or issued therewith, unless it is proved—

(a) With respect to every such untrue statement not purporting to be made on the authority of an expert, or of a public official document, or statement, that he had reasonable ground to believe, and up to the time of the allotment or issue of the shares, debenture stock, annuities on lives, or other securities, as the case may be, did believe that the statement was true; and

(b) With respect to every such untrue statement purporting to be a statement by or contained in what purports to be a copy of or extract from a report or valuation of an engineer, valuer, accountant or other expert, that it fairly represented the statement made by such engineer, valuer, accountant or other expert, or was a correct and fair copy of or extract from the report or valuation. Provided always, that notwithstanding that such untrue statement fairly represented the statement made by such engineer, valuer, accountant, or other expert, or was a correct and fair copy of or extract from the report or valuation, such director, person named, promoter, or other person, who authorized the issue of the prospectus or notice as aforesaid, shall be liable to pay compensation as aforesaid if it be proved that he had no reasonable ground to believe that the person making the statement, report, or valuation, was competent to make it; and

(c) With respect to every such untrue statement purporting to be a statement made by an official person or contained in what purports to be a copy or extract from a public official document, that it was a correct and fair representation of such statement or copy of, or extract from such document, or unless it is proved that, having consented to become a director of the company, he withdrew his consent before the issue of the prospectus or notice, and that the prospectus or notice was issued without his authority or consent; or that the prospectus or notice was issued without his knowledge or consent, and that on becoming aware of its issue he forthwith gave reasonable public notice that it was so issued without his knowledge or consent; or that after the issue of such prospectus or notice, and before allotment or issue of the shares, debenture stock, annuities on lives or other securities thereunder, he, on becoming aware of any untrue statement therein, withdrew his consent thereto and caused reasonable public notice of such withdrawal and of the reason therefor to be given. 52 V., c. 34, s. 4.

PERSONAL MENTION.

Mr. E. W. Maas, hardware merchant, Spadina avenue, Toronto, is confined to his bed with a serious attack of rheumatism.

Mr. W. T. Mullett, hardware merchant, 738 Queen street east, Toronto, is recovering from an attack of rheumatism in the head.

Mr. Geo. Harrington, of Harrington Bros., hardware merchants, 477 Yonge street, Toronto, is suffering from an attack of sciatica.

Mr. J. W. Shorney, traveler for the Toronto Lead and Color Co., returned to town on Friday after a successful trip in the northern part of the province.

Mr. John M. Taylor, manager of the Toronto Radiator Manufacturing Co., returned to Toronto this week from Montreal. During Mr. Taylor's sojourn in the "Commercial Metropolis" he was laid up for about two weeks with an attack from pneumonia.

A HALIFAX HARDWARE FIRM.

The handsome and commodious brick building, corner of Bedford row and Cheapside, occupied for many years by the P. Walsh Hardware Co., has been recently occupied by the well-known and reliable hardware firm of George E. Smith & Co. This building is well adapted for the business and it would be hard to realize anything else but a hardware firm occupying it. During the past few months the building has been in the hands of the carpenters and painters and now presents an attractive appearance. George E. Smith & Co. have put in a large and seasonable stock and their old customers will find them better than ever prepared to attend to their wants. By strict attention to business they built up a large wholesale and retail trade at their old premises, 79 Upper Water street. In order to afford facilities for their increasing business they were compelled to look around for other quarters. They were lucky in securing the P. Walsh building, as it meets their every requirement.—Chronicle, Halifax.

STEEL RAILS FOR CANADA.

The Iron Age says: "Aside from a 4,000-ton order for rails for Nova Scotia and Prince Edward Island, there has been little new in the export trade. Buyers of billets, sheet bars and pig iron abroad are now pretty well supplied and are inclined to await developments. In the miscellaneous lines there is a growing dissatisfaction among American exporters with the methods pursued by intending buyers, who simply use quotations to beat down those in other countries who usually supply them, and then turn the work into the usual channels. One interesting bit of information has come up with a 3,000-ton hoop contract with a consumer at Hamburg, Germany. Under the danger of American competition the German maker who usually supplies the material dropped his price $6 below the last contract, going to $31 per ton. This is very close to the figure at which similar contracts have been taken in this country lately for delivery to consumers at seaboard."

A SUTTON FIRM CHANGES HANDS.

H. A. Kemp, tinware, stoves and hardware, Sutton, Ont., has sold out his business to the firm of McDonald & Vrooman, of the same place.

In writing to HARDWARE AND METAL Mr. Kemp adds: "I consider the journal many times saves its cost of subscription to dealers."

The Banque du Peuple having succeeded in paying 50 per cent. of the claims against them, and in consideration of the dull state of business, ask for asupplementary delay of two years to discharge their remaining obligations.

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director. W. C. MACDONALD, Actuary.

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

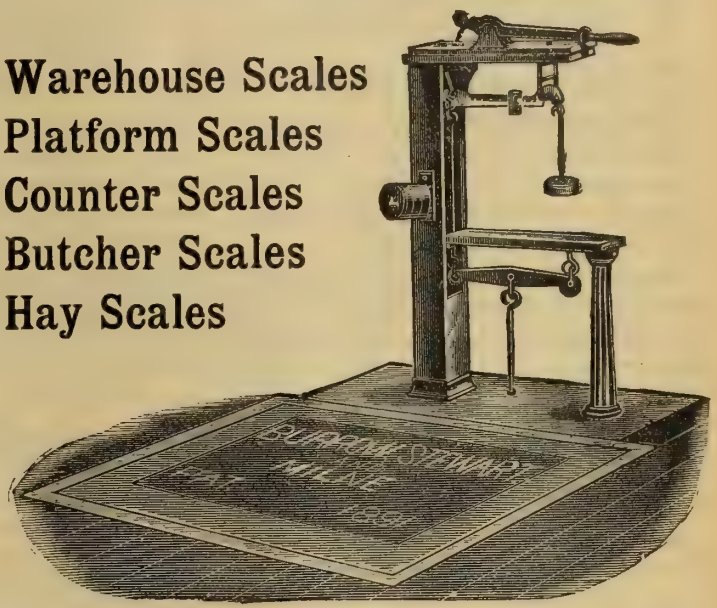
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales

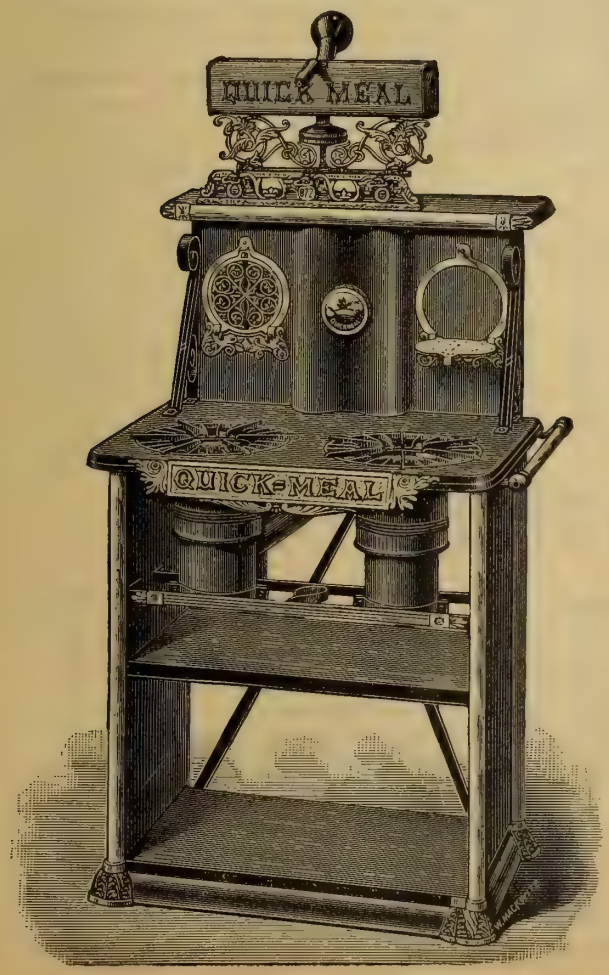


Scales for all purposes of every capacity, from 1 drachm to 100 tons.

MANUFACTURED BY . . .

BURROW, STEWART & MILNE

Hamilton, Ont.



YOU WILL FIND THAT THESE LINES SELL THEMSELVES . . . . .

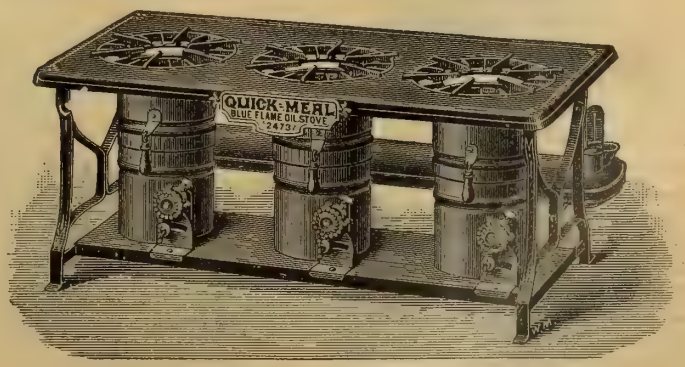
Their unrivalled excellence is so well known, and their good points so easily appreciated at first glance, that

QUICK MEAL GASOLINE AND BLUE FLAME OIL STOVES

Are popular favorites everywhere. Remember that we are sole agents in Canada for these famous stoves, and for your own sake, don't place orders without seeing our catalogue and price list, which we will be happy to send on application.

The Gurney Foundry Co. Ltd., Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL.



With 1, 2 or 3 Burners with high or low Table.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. G. M'DERMOTT & BRO., manufacturers of agricultural implements, St. Catharines; C. G. McDermott has assigned to W. G. Moncrieff, Toronto.

H. Rigby, general merchant, Little Glace Bay, N.S., has assigned.

J. E. Lague, agricultural implements, Ste. Martine, Que., has assigned.

E. D. Collerette, hardware, Montreal, has assigned to C. Desmarteau.

Geo. H. McWaters, blacksmith, Elmvale, has assigned to W. F. W. Lint.

The creditors of Geo. S. Johnston, general merchant, Ottawa, will meet 2nd prox.

A. W. Hoard, general merchant, Hoard's Station, has assigned to W. R. Mather.

M. Caron, tinsmith and general store, Caraquet, N.B., is offering to compromise.

J. Masson, jr., general merchant. Danville, has assigned to Lamarche & Benoit.

F. W. J. Glasscock, general merchant, Marbleton, Que., has obtained an extension.

John McNaughton, general merchant, Goderich, has assigned to R. G. Reynolds.

David Kilgour, general merchant, Morden, Man., has compromised at 65c. on the dollar.

H. McReady, general merchant, New Liverpool, Que., has compromised at 33⅓c. on the dollar.

Geo. Turcotte, general merchant, St. Julie, Que., is offering to compromise at 50c. on the dollar.

John Allan & Son, general merchants, Windsor, N.S., are offering to compromise at 20c. on the dollar.

J. R. Ayr, general store and tanner, Sackville, N.B., is offering to compromise at 30c. on the dollar.

Bassingthwaite & Co., furniture, etc., Sault Ste. Marie, are offering to compromise at 50c. on the dollar.

Morse Daignault, general merchant, Ste. Etienne de Beauharnois, has compromised at 50c. on the dollar, cash.

Charles McArthur, general merchant, Durham, has assigned and is offering to compromise at 70c. on the dollar.

A. T. Corp, painter and wall paper, London, has assigned to C. B. Armstrong, and a meeting of the creditors will be held on 29th inst.

J. B. G. Millette, general merchant, St. George de Windsor, Que,, has assigned to Kent & Turcotte. He is offering to compromise at 25c. on the dollar, cash.

White & Co., general merchants, Sault Ste. Marie, have assigned to J. G. Hay, Toronto. The statement of affairs of the estate shows a deficit of about $2,000 on assets of $8,000.

James Millen & Son, general store, Sterling, have assigned to F. B. Parker. They were interested to the extent of several hundred dollars in McMaster & Co. Some months ago they made a settlement with their creditors at 70c. on the dollar. The present firm were burnt out a couple of years ago.

PARTNERSHIPS FORMED AND DISSOLVED.

Bourgue & Lemieux, carriage makers, Coaticook, Que., have dissolved.

D. McDonald & Son, carriages, harness, etc., Cornwall, have dissolved. D. J. McDonald continues.

McLean & McIntosh, general merchants, Liverpool, N. S.: new partnership formed by G. S. McLean and C. V. McIntosh.

E. Galvin and J. L. Collins have formed a partnership to carry on business in Capelton as general merchants under the style of Galvin & Collins.

Raney, Reid & Selby, foundry and machinists, Kingston, have dissolved. F. Raney and C. Selby continue, under style of Raney, Selby & Co.

SALES MADE AND PENDING.

P. Kennedy, general merchant, Hastings, is advertising business for sale.

The business of J. S. Trites, general merchant, Sussex, N.B., is advertised.

The stock of the estate of W. Powell, blacksmith, Victoria, is to be sold.

The assets of Robt. Graham, foundry, Ottawa, are advertised for sale by tender.

The general stock of John King, general merchant, Fort William, is to be sold by auction 31st inst.

The stock of F. P. Grenier, general merchant, Ancienne Lorette, has been sold at 52½c. on the dollar.

The assets of A. E. Pelissier, general merchant, St. Francois du Lac, have been sold at 65½c. on the dollar.

CHANGES.

J. M. Thompson, formerly of Holland's Mills, Que., has opened a general store at Sault Ste. Marie.

Frank Mitchell has opened a general store in Arthur.

James Hamilton has opened a general store in High Falls, Que.

James Hill, general merchant, Ospringe, has sold out to John Robinson.

The Walker Foundry Co., Ltd., Belleville, has been succeeded by J. Gordon.

McGinn & Abbott, general merchants, Kazabazua, Que., have started business.

Drouin & Trudelle, general merchants, have commenced business in Abenaquis, Que.

J. G. Davidson, general merchant, Fitzroy Harbor, has removed his stock to Kilmaurs.

H. F. Honsberger, general merchant, Preston, has sold out to Nelles & Fitzpatrick.

Charles K. McLellan, general merchant, Tatamagouche, N.S., has sold out to Trueman McLellan.

A CASH AND CREDIT REGISTER

BEYOND COMPETITION.

Created in Canada. Constructed in Canada. Patented in all parts of the World. Does more work and does it better than any Register ever before offered for sale. Mechanically accurate. Handsomely made. Registers and adds up all cash sales. Registers and keeps a separate account of all "Credit Sales," "Money Received on Account," "Money Paid Out." Issues a check printed on both sides: your name and amount on one side and your advertisement on the other. Write us a post-card and we will send you our illustrated pamphlet.

THE CAPITAL CASH REGISTER CO., Ltd.

OTTAWA, CANADA.

P. Eamer, blacksmith, Wales, is retiring from business.

Joseph Barrett has started a tinsmithing business in St. Urbain.

D. C. McIntyre, hardware, Forest, has sold out to A. Lawrie.

F. W. Singleton has started into business as a tinsmith in Carleton Place.

A hardware store is to be opened in Seaforth on the 1st prox. by Sills & Murdie.

Thos. W. Davis, hardware and tinware, Ripley, has succeeded the Ripley Hardware Co.

McKenzie & Campbell, general merchants, Kirkfield, have been succeeded by J. E. G. Campbell & Co.

The Sherwin-Williams Co., manufacturers of paints, Montreal, have been incorporated under the laws of Ohio.

McGarvey, Owen & Son, wholesale and retail furniture, Montreal, are retiring from business, and disposing of stock by auction.

The name of the Drummond, McCall Pipe Foundry Co., Ltd., has been changed to the Montreal Pipe Foundry Co., Ltd., and increasing capital to $150,000.

DEATHS.

John Hunter, coppersmith, Quebec, is dead.

A CANADIAN CASH REGISTER.

A marvel in the way of a cash and credit register is now on the market in this country. This machine registers records and adds up all cash sales ; it registers and records and keeps a separate account of all credit sales, all moneys received on account or paid out; it issues a check printed on both sides ; it prints a detail record of every transaction, and it tells you the amount of business each clerk does.

This register was wholly created and constructed in Canada, and is being manufactured and sold by the Capital Cash Register Co., Ltd., at Ottawa, Ont. The firm will send illustrated pamphlet describing the machine to anyone addressing it a card.

U. K. GALVANIZED SHEET EXPORTS.

The exports of galvanized sheet iron and steel from the United Kingdom for the two months ending with February, as compiled by the British Board of Trade, were valued at £404,517. Compared with the same period of 1896 there is a decrease of £72,700. Australia, which is the leading British market for this material, fell from £120,764 in that period of 1896 to $109,955 in the last two months. Brazil took, in the first two months of 1896, £17,532, against £6,255 in the same period this year. The decrease is uniformly distributed all through the different countries in similar proportion.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

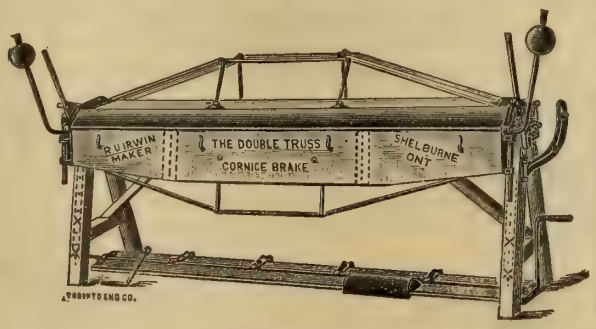
Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

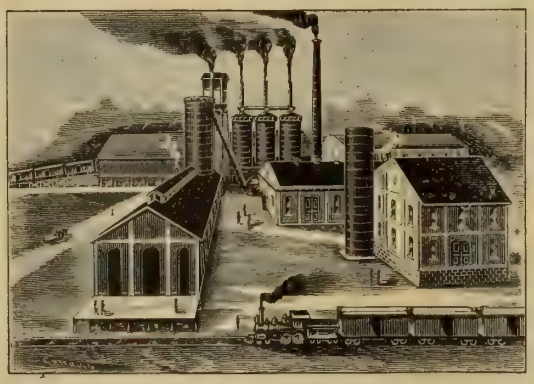
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Church's . .

ALABASTINE

For Use with Cold Water

FULLY PROTECTED BY LETTERS PATENT

No boiling or hot water needed.

16 beautiful Shades and White.

The only article for the purpose, extensively advertised in newspapers.

Sold by leading paint dealers everywhere.

Our advertising matter for 1897 full and complete.

Prices and discounts to dealers on application.

The Alabastine Company, Limited

SOLE MANUFACTURERS - PARIS, ONT.

A QUESTION OF DUTY.

Editor HARDWARE AND METAL,—I have read with interest the reports from week to week in HARDWARE AND METAL re the discussion regarding the tariff question, and I see that the number that have come forward to express their entire satisfaction in the present law and operations of it is so very few that the Ministers will have to peruse the minutes of the meetings very closely to find them, and the preponderance of evidence going to show the miscarriage of equity, justice, and business principles of the present tariff and its operations is such that neither party can fail to see that radical changes must be made in it.

Now, I think the key note of these changes was struck by the hardware merchants of Halifax when they presented their lists in detail and asked that each article be named for duty, but I see the Ministers are likely to fall into the old rut as gone over by Mr. Foster. They feel, as expressed by Sir Richard Cartwright, that it is going to make too much work, and he wants the articles grouped and run in under a n.e.s. as usual.

Now, this is where I think the greatest evil of the present tariff comes in, as everything under that caption is put down at the highest possible tariff, while it should be the lowest, as everything manufactured in Canada is supposed to be ennumerated and a protection tariff assessed, while the n.e.s. goods are assessed at a prohibitory tariff rate.

If this could be changed so that all articles now under the charmed letters n.e.s. should read n.m.c. (not manufactured in Canada), and under a uniform duty of 10, 12½, or 15 per cent., the result would be the Government would have a largely increased revenue, the manufacturers would get their raw material cheaper, and have a uniform protective tariff of about 20 per cent. This would simplify matters and let in thousands of articles that are now prohibited by the high rate of duty, besides doing away with a large amount of smuggling that is now done on special patented articles not manufactured or on sale in Canada.

I will illustrate a couple of instances that have come under my notice which is but one of thousands that are affected by the tariff to the detriment of the revenue, and no one is benefited to any great amount.

Once a year a man comes to Montreal for 30 days, and, without employing any help or renting any store, he puts up in a wholesale drug house a horse liniment, a quantity sufficient to cover the sales for the year. Now, this is one of the manufacturing industries of Canada—a one-man industry. Now, with a tariff of only 10 per cent. on those goods, this party would manufacture at home and the Revenue would be in receipt of some hundreds of dollars of valuation above what they receive from the drug house on the raw material.

Again, I enclose a cut representing a knuckle or universal joint not manufactured at present in Canada. The sale in Canada now is about six in a year, sold to a Galt concern. He pays, at $4 each, $24; duty, 35 per cent., $8.40; express charges, $1; total, $33.40, or $5.56 each. Now, the manufacturer of this article thinks, at a 10 per cent. duty, he could sell in Canada 100 of them at $3.75; total, $375; duty, 10 per cent., $37.50; freight, 400 pounds at 50c. per 100 lbs, $2; total, $414; each, $4.14½, a saving to the consumer of $1.42 on each joint; a gain of $29.10 in the yearly revenue, and no one hurt. Now, the thought of anyone being able to establish a plant in Canada to manufacture $400 worth of goods per year is simply absurd.

This case will serve to illustrate that of thousands of others wherever our manufacturers are handicapped by the duty on such tools and machinery which they need to produce the finished article that is coming into Canada every day in competition with them. England, Germany and Russia have woke up to the fact that to compete with the American finished article they must have the improved American tools and machinery. Canada must do the same.

M. J. H.

"SUN FIGHTERS"

That's what you want when you buy paints for your customers. They must be sun fighters. UNICORN mixed paints are sun fighters. They fight off the hot sun and preserve the house. They retain their brilliancy in all weathers, be it sun, storm or rain. They are high-grade paints. Those who have used them know it. Keep a good paint, it will pay you. Our price for that kind of paint is just right. Send for cards.

Manufactured only by

A. RAMSAY & SON

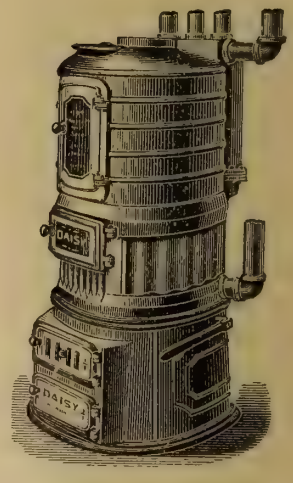
MONTREAL

Established 1842.

Hot Water Boilers

The

"Daisy"



Has Fewer Parts, Better Connections and Larger Heating Surface than any other Boiler on Earth.

♦♦♦♦

Prices and Catalogues on application to

The Toronto Radiator Mfg. Co.

LIMITED

TORONTO, ONTARIO.

Now is the time to send in your Spring Orders for

ALABASTINE

A full line of ***Brandram's Genuine Imported Lead*** in stock.

WILLIAM HILL

327 St. James Street, - - - **MONTREAL**

Maple Sugar Makers' Supplies.

Sap Evaporators.
Storage and Gathering Tanks.
Record Double Tin Sap Spouts.
Saccharometers, Thermometers, etc.

Address

THE G. H. GRIMM MFG. CO.
84 Wellington St., **MONTREAL**

R. DILLON.

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

SPRING.

Spring is here—snow gone—roads getting into condition. How are you on the bicycle question?

Let us start you right with a Stearns catalogue, or, better still, come in and try a Yellow Fellow on our track or in our hall.

Never mind how old or young, stout or lean, we can fit you out.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS., TORONTO. 60

Agents Wanted in unrepresented districts.

RUBBER SPECIALTIES.

HARDWARE AND METAL is in receipt of a catalogue of H. O. Canfield, manufacturer of mechanical rubber goods, Bridgeport, Conn. It consists of 22 pages including the cover, and contains illustrations, descriptions and prices of the principal staples in mechanical rubber goods, which this firm manufactures. There are basin and bath-tub plugs, bibb washers, plunger rings, closet connections, fuller balls, closet flanges and rings, basin and sink caskets, basin and bath-tub washers, solid valve discs, rubber head finder nails, bumper and fender tips, pure gum tubing for plumbers' purposes, beer pump rubber supplies, pump and ball cock valves, etc.

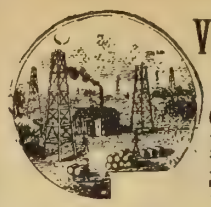
The subjoined is the preface of the catalogue, which we consider sufficiently interesting to reproduce in full:

"Although rubber, in one form or another, enters largely into all the arts and industries, and every one sees and uses it constantly, yet comparatively few understand its manufacture. The crude materials are not, as many suppose, brought into a molten state and run into moulds and dies like metals, but are mixed by being passed between ponderour rolls until the various ingredients are thoroughly incorporated and become one homogeneous or plastic mass which is then divided in such parts as to fill the cavities in the mould. The mould is then placed in a press and forced together under heavy pressure. Steam is then admitted to the steam spaces in the bottom and top plates of the press and the temperature of the plates and moulds brought to the desired point and maintained for a sufficient time to effect proper vulcanization of the rubber. The press is then opened and the mould removed and emptied.

"In making moulds for manufacturing rubber specialties of various shapes, about the same general principles are involved as in making patterns for the iron founder. Care must be exercised to insure the ready removal of the rubber from the mould after vulcanizing, and the shrinkage of the stock, due to contraction when cold, must also be taken into account.

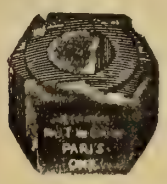
"The greater the number of pieces made at one vulcanization the less the cost per piece. This fact has a direct bearing on the proper size of moulds. We suggest, for this reason, and on account of the nicety with which moulds should be made, that customers allow us to make them, instead of obtaining them from parties who do not understand or appreciate how they should be constructed. Our machine shop is equipped with the most modern machinery, the most skilled machanics are employed, and we can make moulds quickly, at low cost, and of a character adapted to mould rubbers most economically and of the highest finish."

A copy of this catalogue should be in the hands of every hardware dealer and plumber. Those that have not one already can secure one by addressing H. O. Canfield, Bridgeport, Conn.



VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

. . MICA . .
Electrical and Stove Purposes.
Send for samples and quotations.
W. F. SMYTH & CO.
Box 2165 **Montreal.**



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

Abbott & Co.
ROLLING MILLS
Best Charcoal Rolled Iron.
B. B. Axe Horseshoe Iron.

AND FACTORIES
MONTREAL

TRADE MARK J REGISTERED.

"JARDINE"
HUB BORING MACHINES . . .

This machine shapes and sizes the hole in the hub automatically. They are easier running, and do more and better work than any other.

A. B. Jardine & Co.,
HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Mar. 26, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes $5 00
I.X., " 6 25
I.X.X., " 7 50
J. R. & Co.—
I.C 5 00
I.X 6 25
I.X.X 7 50
Famous—
I.C. 5 00
I.X. 6 25
I.X.X 7 50
Raven & P. D. Grades—
I.C., usual sizes 3 50 3 60
I.X., " 4 50 4 60
I.X.X. " 5 50 5 60
I.XXX., " 6 50 6 60
D.C., 12½x17 .... 3 50 3 75
D.X 4 50 4 75
D.X.X 5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 3 15
I.C., special sizes 3 25
20x28 .... 6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00
I.X., Terne Tin 8 00
I.X., Orion 8 00

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
X.X., 14x56, 50 sheet bxs }
" 14x60, " } 0 05¾ 0 06
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge 0 06 0 06
" 26 " .... 0 06½ ....
28 " 0 07¼ 0 07½

Iron and Steel.

Base Price
Common Bar, per 100 lbs .... 1 55 ....
Refined " " 1 80
Horse Shoe " 1 80
Band " " 2 25
Hoop " " 2 25
Swedish " " 4 00 4 25
Sleigh Shoe Steel " 2 50
Tire Steel 2 50
Machinery 2 75 3 00
Cast Steel, per lb 0 10 0 14
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07¾
2½ " 0 09¼
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35
¾ inch and thicker 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " .... 2 35 ....
26 " .... 2 45 ....
28 " .... 2 55 ....

Canada Plates.

All dull, 52 sheets 2 50
Half polished 2 50 2 60
All bright 3 00 3 25

Iron Pipe.

Wrought, ¼ in., 65 and 5 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades in case lots: Per lb.
16 gauge 0 03⅞
18 to 20 guage 0 03⅝
24 gauge 0 03¾
26 " 0 04
28 " 0 04¼
Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs 5 50 6 00
" ¼ " " 4 75
" 5-16 " " 4 00
" ⅜ " " 3 75
" 7-16 " " 3 35
" ½ " " 3 25
" 9-16 " " 2 95
" ⅝ " " 2 85
" ¾ " " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft 1 65 2 70
Jack chain, iron, single, per doz. yards 0 13 0 50
Jack chain, double, per doz. yards .... 0 15 ....
Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot.

English B. S., ton lots 0 12¼ 0 12½
Lake Superior ....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in. 0 20 0 22
" round and square 1 to 2 inches 0 18 0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 .... 0 15 0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60 .... 0 25 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 17 0 19
" 35 to 45 " " 0 15½ 0 16½
" 50 lb. and above, " 0 15 0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
Sheets, hard-rolled, 2x4 ft... 0 20 0 00

Zinc Spelter.

Foreign, per lb 0 04½ 0 04¾
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 05¼
Part casks 0 05½

Lead.

Imported Pig, per lb 0 03¼ 0 03½
Domestic, per lb 0 02¾
Bar, 1 lb 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll 0 04 0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Pe
Bar half-and-half 0 11 0 11½
Standard 0 10½ 0 11
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09 0 09½
Other makes, per lb 0 08 0 08½

Anti-Friction Metal.

Per lb.
"Beaver" brand $0 20

White Lead.

Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons 5 15
No. 1 do 4 77½
No. 2 do 4 35
No. 3 do 4 02
No. 4 do 3 65
Brandram's B. B. Genuine 6 25
" " Decorative 5 95
" " No. 1 .... 5 35
" " No. 2 .... 4 65
f.o.b. Halifax, St. John, Montreal, Toronto
James' genuine 5 75
" " No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon 1 00
Second qualities, per gallon 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
" Green 0 09
Chrome " 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best). per cwt 1 80 1 90
English Oxides, per cwt 3 00 3 25
American Oxides, per cwt .. 1 75 1 90
Canadian Oxides, per cwt 1 75 1 90
Paris Green, per lb ....
" " 100 lb. drums .. ..
Burnt Sienna, pure, per lb 0 10
" Umber, " " 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure. per lb. 0 12
Golden Ochre 0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal ....
Extra " " 0 90
Brown Japan " 0 65
Brown Japan, Turpentine, p.g 0 85
No. 1 Carriage, per gal 1 30
Gold Size Japan, " 1 00 1 20
Pure Orange Shellac 1 85 2 05
Hard Oil Finish 1
Oil Shellac 1
White Shellac 2 25

Linseed Oil.

Raw, per gal 0 45 0 46
Boiled, per gal 0 48 0 49

Freight allowed, 5 bbl. lots 1c. less. Price 2c less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels 0 46

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 09
Smal lots 0 09½

Cod Oil.

Cod Oil, per gal 0 50 0

Glue.

(In bbls.)

Common 0 07¾ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

per lb
Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxe of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each 8 gauge ....

	Pe	M
hemically prepared black edge grey cloth wads, in boxes of 250 each—		
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss ...... / " Sewing, per gross..	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 0J
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

inc discount	3 90	4 0

opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15

Bolts.

Carriage, dis., 70 and 10 p. c. off new list.
Tire, dis., 70 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 60 p.c. off new list.
Coach Screws, dis. 70 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
illar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to nch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 75
Belgium "	2 50
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 25

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	. .	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each	0 30
Enamelled, each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 50	4

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 35 per cent. rev. t.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per 100 lbs	3 50	3 60
12 in. up, per 100 lbs	2 50	2 60
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 60	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	1 75	7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz	0 50	6 JC
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis—50 to 60 dy	2 15
40 dy	2 20
30 dy	2 25
20, 16, aud 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55

2. American pattern only—

From 4 to 5 dy	2 75
3 dy (lath)	3 15

3. Canada pattern only—

From 4 to 5 dy	2 55
3 dy (lath)	3 05
3 dy, A.P. fine	3 75

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wir Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16½
Carbon safety "	0 18	0 00
Canada w. w. "	0 18	0 00
American w. w. "	0 00	0 21
Pratt's Astral	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6	175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz	2 00	5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per lb	1 75	01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis, 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6⅜	00	8
¼, 5-16, ⅜ in	6⅞	00	8¼
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 60	1 00
" N.P., per set	....	90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50
Solid, "	1 25	....

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
oot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	8 75	9 00

SCREW DRIVERS.

Sargent's per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	2 85	10

Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.

B.B.B. iron carpet, blued	60

" " tinned, 70 p. c.

B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30

B.B.B. cut tacks (in bulk), 50 to 55 p. c.

" " (in dozens, 1 to 6 oz)	45
" " (in dozens, 8 to 24 oz)	30
" " ¼ weights	40
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned	52½
Swedes, upholsterers', genuine	50

Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.

Swedes, carpet, gimp, lace	35
brush, blued and tinned	40
Zinc tacks	35
Copper tacks and nails	60
Leather carpet tacks	30
Trunk nails, black and tinned	65
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers	10
" " in bulk	15
" " solid heads, in bulk	42½
Saddle nails in papers	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks. discount 90 and 25 p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled. per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13

WASHER CUTTERS.

Per doz	4 00

Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils	2 75	3 00

WIRE FENCING.

Carload Lots and Under.

Galvanized, 2 barb, 2½ and 5 inches apart	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all delv'd	2 70	2 75
Plain twist	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

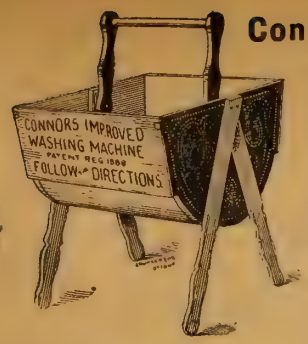
Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 35	...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz		



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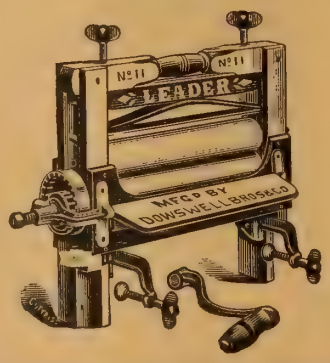

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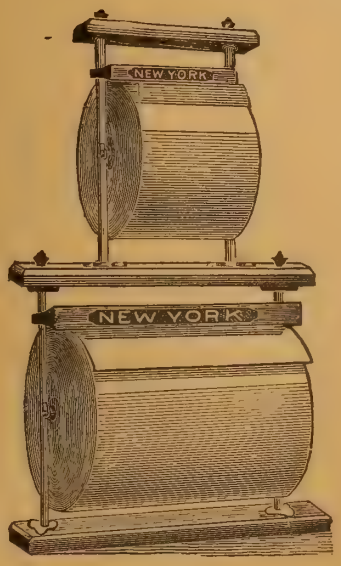

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VOL. IX | MONTREAL AND TORONTO, APRIL 3, 1897 | No. 14

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When ordering Broad Hoop Trimmings ask for the new Convex Bottom, which is stronger, as the bottom rim is narrower.

The body of the can extends further into the bottom, and consequently protects the side more.

The bottom being further from the floor, is less apt to become damaged.

The corner where the body is soldered to the bottom is a sharp corner, which makes it easy to solder.

Rough handling cannot separate the body from the bottom, as can easily be seen by the construction.

The new narrow bottom or Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the Broad Hoop Trimming.

Tinned Iron Stock for all sizes on hand.

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Vol. IX. MONTREAL AND TORONTO, APRIL 3, 1897 No. 14

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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TO STIMULATE ONTARIO'S IRON INDUSTRY.

A BILL of particular interest to those engaged in the iron and steel industry in the province of Ontario was introduced in the Provincial Legislature on Wednesday by Hon. Mr. Gibson, Commissioner of Crown Lands.

The office of the bill in question is to encourage the manufacture of iron and steel in the province of Ontario.

The bill provides that where the Legislature has heretofore authorized or may hereafter authorize the payment of money to any railway company by way of a subsidy, there may be delivered to the company at the discretion of the Lieutenant-Governor-in-Council, as an equivalent for and in lieu of the bonus, wholly where so provided by the terms of the subsidy or agreed to by the company, and in either case in part not exceeding 50 per cent. of such subsidy, railway steel or iron manufactured in the province from ore of which at least two-thirds has been obtained from the mines of the province, and the provincial scrip or certificates in payment of the steel or iron so delivered may be issued to the manufacturer, by whom the same has been so delivered in lieu of the railway company. Tenders for supplies of steel and iron rails may be called for by the Government, and where the tenders are unsatisfactory, or where there is but one tender, and the price at which the steel or iron is to be delivered to the railway company is a matter of difference between the railway company and the manufacturer, the Lieutenant-Governor shall determine the same. Unless and until properly fixed and applied as part of the permanent way, such steel and iron shall remain the property of the province, and if not so applied within the period limited by the order-in-council, the province may at any time after the expiration of such period resume possession of such steel or iron and may make other disposition of the same.

This is the third provision devised by the Ontario Government during the last three years to stimulate the iron and steel industry of the province.

The first was in the session of 1894 when the Legislature passed an Act appropriating the sum of $125,000 to be known as the Iron Mining Fund, out of which fund the Provincial Treasurer is authorized to pay a bounty of $1 per ton on pig iron produced from ores mined in Ontario, the amount to be paid each year not to exceed $25,000.

The second was when last year a bounty of $1 was decided upon for iron ores mined in the province.

Ontario, it might be stated, was the only province in the Dominion which last year did not show a decrease in the production of iron ore. And this was due to the erection of the blast furnace at Hamilton.

According to the figures given in the paper read in Montreal a few weeks ago by Mr. George E. Drummond, and published in HARDWARE AND METAL, the blast furnace at Hamilton last year produced 25,270 net tons of pig iron, using 43,900 tons of ore, of which only 11,876 tons were the product of Ontario mines. But hereafter, we understand, the proportion of provincial ores used will be larger.

Ontario is the only province in the Dominion which has so far seen fit to lend financial aid to the iron industry. The Dominion Government, however, in addition to the import duty of $4 per short ton, gives a bonus of $2 per ton on pig iron made in Canada, and a similar sum per ton each for puddled bars and steel billets made in the country. It will thus be seen that the blast furnace at Hamilton is entitled to a bounty, Dominion and provincial together, of $3 per ton on the pig iron it produces.

In variety and extent, Ontario is undoubtedly the richest province in iron ores in the Dominion. But the want of fuel has been the great deterrent to their development. The financial aid, however, which the Provincial Government is now tendering should make up to some extent for the fuel deficiency. Then, all hope of fuel being found in the province has not yet been abandoned, for the utility and extent of the recently discovered anthraxolite beds in Algoma as fuel are pending investigation.

The latest proposal of the Ontario Government to encourage the iron and steel industry of the country may not be a great

step toward securing the desideratum, but it is a step, and as such will doubtless meet with general approval. It is also likely to sharpen the desire of those in some of the other provinces for their respective Provincial Governments to emulate the Ontario Government in the matter of encouraging the development of the industry of iron and steel.

TORONTO BOARD OF TRADE SHOULD AWAKE.

MUCH of a community's prosperity depends on its local board of trade. A board of trade is essentially a commercial institution. It is the watchman on the tower: watching that none of the community's rights are stolen or ignored; watching for opportunities to sally forth and appropriate trade at outside points. If it is not doing that it is derelict in its duty.

There was a time when the Board of Trade of Toronto was one of the most active and energetic institutions of the kind in the Dominion.

But its former activity appears to be giving way to passiveness. And this seems to be gradually getting more pronounced.

No important schemes having for their object the promotion of the city's and the country's interests are promulgated. On the contrary, there is a general lassitude, which, unless some galvanized influence is brought to bear, must ultimately result in atrophy.

Such things ought not to be. For some years the executive officers of the board have been collected from the very cream of the "Queen City's" business men.

To-day's officers were probably never in the history of the board exceeded in point of business ability. Mr. Edward Gurney, Mr. Elias Rogers, and Mr. A. E. Kemp, the president and two vice-presidents, are men who in their respective business capacities have exhibited more than the usual meed of ability. And yet the Board of Trade over which they preside is apparently asleep to its own, the city's, and the country's needs.

The officers of the past year and the officers of the present year have not been unmindful of this apathy. Read between the lines of the speeches delivered at the last annual meeting and one will discover that. Then why this apathy? The reason is not far to seek.

The trouble is with the rank and file of the membership.

First the members began to get a little sore because of the financial problems appertaining to the board itself which demanded solution. Then, a great many, instead of taking off their coats, became apathetic and disgruntled. And when they got out of sympathy with the officers of the board they of course got out of sympathy with the objects of the board, ultimately losing sight of them altogether.

Now, whatever evils inimical to the commercial interests of Toronto or the country exist, there appears to be no Board of Trade to rise up in its might and crush them.

Strong and all as the officers may be, they are not strong enough to do alone that which demands the united efforts of the members, any more than they can lift themselves by their boot straps.

Canada has arrived at an epoch in her history when it is demanded more than ever before that the business men of the country should lend their aid in shaping her destinies. And much will depend upon the measure of interest and activity which the boards of trade in the country develop. Toronto is one of the most important commercial centres in the Dominion, and if the Board of Trade in that city is wanting in its duty the country must, to a more or less extent, suffer.

It is to be hoped that the members of the Toronto Board of Trade will awake, and volunteer to follow where their officers shall lead.

TO TAX DEPARTMENT STORES.

In the Ontario Legislature on Wednesday, Mr. Middleton introduced a bill respecting department stores. It provides that the Council of any city having a population of 30,000 or over may pass bylaws for imposing a special tax upon stores carrying on more than three distinct kinds of business. The tax is to be in respect of each additional class of business, and in fixing the tax the same is to be regulated by bylaw so as to provide for a uniform tax, irrespective of each additional class of business, or the same may be graded in such manner as may be proper. The bylaw requires a two-thirds vote of the members of the Council, and the Act is not to take effect until January 1, 1898.

PROPOSED CANAL-DEEPENING.

CANADA'S inland waterways, natural and artificial, are one of her greatest peculiarities. No country in the world occupies a more enviable position in this respect.

But here and there in the great chain of lakes and canals, which run deep into the heart of the country, are spots upon which the hand of man has yet much to do before we can enjoy to the full the advantages which Nature has bestowed upon us as a nation.

The proposition, therefore, of the Dominion Government, as outlined in the Speech from the Throne the other day, to deepen the St. Lawrence system of canals to a uniform depth of fourteen feet is one which will doubtless meet with the general approval of the business men of the country.

Stretching from the Straits of Belle Isle to Port Arthur, at the head of Lake Superior, is a continuous navigable waterway of 2,260 miles. Included within this distance are eight canals, aggregating 71 miles. At present the depth of water in these canals ranges from 9 to 22 feet. The Sault Ste. Marie canal is 22 feet, the Welland 14 feet and the St. Lawrence river system 9 to 14 feet.

It will thus be seen that as long as some of the canals on the St. Lawrence proper have only nine feet of water on the sills the system itself is to all intents and purposes only a nine-foot one.

A nine-foot system is practically the same as was designed when the construction of the River St. Lawrence canals was in contemplation.

In 1871 it was decided to make the navigable depth 12 feet. Subsequently 14 feet became the idea. And it is this idea that the Government proposes to carry out.

Canal building on the St. Lawrence river began in 1821 with the Lachine canal, the original locks only giving a depth of five feet.

The total amount spent by Canada up to June 30, 1895, for canal construction and enlargement was in round figures nearly $70,000,000, and of this sum nearly $24,000,000 was on the St. Lawrence river canals. Our revenue from canals since

Confederation has aggregated about $10,-500,000.

The tonnage passing through the St. Lawrence river canals amounts to nearly two millions annually and the freight averages about one million tons, besides nearly sixty thousand passengers.

With fourteen feet of water throughout, this system of canals would have greater utility, for breaking of bulk at Kingston would be avoided in many instances where it is now compulsory. Then we may naturally expect to see follow increased traffic and enlarged tonnage.

As the nine-foot and twelve-foot canal system have been compelled to give place to the fourteen-foot, so we may ultimately expect to see the last named give way to a twenty or twenty-five-foot canal. In fact, the agitation for it has been heard in the land for some years. But the size of our pocket bids us be patient in this respect.

Revised version of Horace Greely's advice: "Go west, young man, and blow up with the cyclone."

THE VICTORIA BRIDGE.

AFTER having done duty for nearly 40 years, the celebrated Victoria bridge at Montreal is considered to afford insufficient accommodation for the increasing traffic, and a movement is on foot to replace Stephenson's tubular structure with truss spans for a double line of rails, with provisions for a tramway and footpath on each side. It appears that not only do the inhabitants of St. Lambert desire more frequent and quicker accommodation than that furnished by the present train service, but there is also a pressing need for improving the railroad connections from the south in order to avoid the delays which are now experienced, consequent upon the use of the present single line of bridge. On account of these demands, and because it has been represented to the Grand Trunk Railway Co. that the proposed work in replacing the present structure with a new bridge was one of sufficient importance to warrant both provincial and national aid, the company has intimated to the authorities its willingness to provide the necessary facilities if the latter are willing to grant such aid. The Victoria bridge, we may add, was designed by Robert Stephenson. It is 9,144 feet long, and is built of iron on the same tubular principle as are the bridges over the Conway in the Menai Straits. The total length of the tubes is 6,592 feet, and the height above the river to the bottom of the centre span is 60 feet. There are 24 spans varying from 242 to 247 feet each in length, with one in the centre of 330 feet. The first stone of the bridge was laid on July 20, 1854, and the bridge was opened for traffic on Dec. 17, 1859.—Railway Review.

THE EAVETROUGH TRADE.

The eavetrough season is beginning to open up, during the past week manufacturers of this article having experienced a good demand on country account. In fact, manufacturers declare that their volume of business during that period has been larger than that for the whole winter.

Prices are much about the same as those which ruled the greater part of the last year, but they are about 10c. per 100 feet lower than the opening figures of last spring.

Present quotations for standard galvanized eavetroughs are: 28 gauge, per 100 feet, 8-inch, $2.45; 10-inch, $3.10; 12-inch, $3.55; 15-inch, $4.65.

As the trade in this particular line appears to be opening out a little earlier than last year, manufacturers and dealers are looking for a good season's business.

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Wood, Vallance & Co.
HAMILTON, ONT.

Frothingham & Workman
MONTREAL, CAN.

Caverhill, Learmont & Co.
MONTREAL, CAN.

H. S. Howland, Sons & Co.
TORONTO, CAN.

Rice Lewis & Son
TORONTO, CAN.

Iver Johnson's Arms and Cycle Works

FITCHBURG, MASS. U.S.A.

OUTLOOK IN THE WEST.

MR. GEO. H. HAM, of the Canadian Pacific Railway Literary Bureau, has returned to Montreal from a month's trip through the Canadian Northwest, which he has been visiting in the interests of immigration. "The past winter has been the longest and most trying on record," said Mr. Ham to a reporter, "and the snow was the deepest ever known, but the people were never in better spirits or more hopeful of the future. The rapid development of the two great mining regions —the Kootenay and the Lake of the Woods — with the prospects of a bountiful harvest, for heavy snowfalls are invariably followed by excellent crops, tend to give them a cheerful turn of mind, and in the different localities visited there was not a man who didn't see daylight ahead. On the Regina plains, I was told, it was difficult to find what might be called a poor man amongst the settlers. Some were building new houses, and I heard of a couple of instances where the farmers were loaning money to business enterprises."

"You were not as far as the Kootenay?"

"No, only to Regina; but I stopped over at Rat Portage, and the building that is going on there would astonish the most optimistic. New hotels and business blocks are going up, besides private residences without number and a magnificent opera house. The town is already pretty well filled up, but it will not be until after the snow leaves that a big rush will take place to the mining camps. A magnificent new boat for the Rat Portage-Fort Francis route is being constructed for Graham & Horn, and as this is one of the grandest trips in America, it will attract tourists as well as gold-seekers to the Seine River and Rainy Lake regions.

"Yes, immigration is already pouring into Manitoba, a number of the Canadian Pacific Railway weekly excursions having each taken from 300 to 400 settlers, and there is every indication that these will continue for some time yet.

"Crow's Nest Pass? Well, everybody is anxiously awaiting its construction, for its completion not only means the development of the East Kootenay country, but wonderful enlargement of inter-provincial trade, and the diversion to eastern and western Canada of a profitable business, which is now enriching the state of Washington."

THE COUNTRY STORE.

It is generally supposed that the stores in the larger cities make the best presentation of their goods, and that on this account, in addition to their having a larger numerical chance for trade, they receive better custom. This idea is not carried out by facts, says Stoves and Hardware Reporter. The country store is frequently the better arranged, and it is almost safe to say, taking the numbers of the two classes, that the country stores are better calculated to attract custom than are those in the cities, and that they accomplish their purpose more thoroughly than do those city stores which are thought to be leaders in the manner of doing things properly. The country or smaller town store makes a direct appeal to known customers, while the city store is an apparently established institution with a trade which may or may not come from a large population that fills its wants only as they are felt and that may go elsewhere to obtain them. The country store may obtain occasional pointers from the city type, yet in the long run it will be found to give more information than it receives.

A NATIONAL COMPANY.

A LARGE number of the readers of HARDWARE AND METAL will remember when all they bought in Canada in the paint and oil line was some little second-grade white lead, a box of ultramarine blue and a barrel of bladder putty. Dry colors came from Liverpool, ground and Japan colors from New York, and, in varnishes, the country was overrun by Yankee travelers, whose glossy "plug" hats and tremendous moustaches were the admiration of the table maids—a sight to behold! Their clothes were "fearfully and wonderfully" made, so much so that these "Knights of the Road" were frequently followed and asked by the rustics as to "when the circus was coming to town," being taken by the innocents for advance agents. Now all this is changed, the hardware merchant and the dealer in painting material can buy every ounce of their stock-in-trade at home, and from a home company which is up-to-date in all that pertains to preserve and decorate.

By the courtesy of Mr. Robert Munro, the managing director of the Canada Paint Company, HARDWARE AND METAL was invited to inspect a modern color, paint and varnish factory in Montreal recently. Mr. Munro was attending to a pile of correspondence, so his son, Mr. R. D. Munro, took me in hand and acted as cicerone. After an introduction to Mr. Hugh W. Aird and to Mr. Barry, we at once proceeded, taking the elevator to the top flats, to "begin at the beginning" as the saying is. Here we found tons upon tons of crude material, such as oxides and graphites mined by the Canada Paint Co., dry white lead, red lead, zinc, litharge, varnish gums and a vast amount of chemicals. Turning into another department we found Mr. Felch, the superintendent of the colors, who gave some valuable information as to the immense amount of coach and car material which was turned out daily by the Japan color mills. Next we came across a portly, good-natured person in Mr. Cobb, who is known amongst his confreres as the "color-sergeant" on account of his variegated working costume, splashed with red, yellow, blue and green. Mr. Cobb initiated us into the secrets of the vermilion, Paris green and pulp color branches. A son of auld Scotia now acted as pilot, Mr. John Thompson, who showed me the lead and zinc grinding, the pug mills, dynamo plant and a variety of fine machinery, all in the best of order and of the latest pattern. The printing room and the various apartments where the numerous color sheets are prepared in bewildering profusion were very interesting, but the number of bright girls employed made it rather embarrassing and I was glad to beat a retreat.

After following my guide up "lifts," across bridges and past several "dens" where sundry tests were being made, we came to Mr. James Ayres' domicile in the sweet-smelling varnish plant. This section is extremely well laid out and reflects great credit on the company, who now ship their high-class varnishes all over the world. Time pressed, and I was asked into the shipping room, where the quantity, amongst other goods, of ready-mixed paints, ready for shipment, was remarkably striking and bespoke a large output. The head shipper, Mr. Charles Little, with sleeves rolled up, was making up some heavy shipments. There were goods packed and marked to every part of the Dominion.

At this moment the noon whistle shrieked the dinner hour, and the work-people poured out, giving one indisputable evidence of the number of people employed by the Canada Paint Co., who, in addition to the works in Montreal, have large and well appointed branches in Toronto and in Victoria, B.C. It is safe to say that with this Canadian company the trade generally is efficiently and promptly served, and, for the finer class of goods, it is encouraging to know that the turnover of the Canada Paint Co. is steadily increasing.

CUT TACKS.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

EVERYBODY KNOWS US.

THERE are few men engaged in any trade or calling of a prominent character that are not widely known, writes Fred Woodrow, in Age of Steel. Printers' ink is responsible for the crowd. It carries a name beyond city, country, and state limits. It crosses oceans and continents, and without regard to climate or language, pedigree or fortune, scatters the name of John Brown, and the pumps or the engines he manufactures, wherever a mail bag can travel, or a trade journal find its way. It is a great thing for business, and it pays all around. Without it half the mills in the world would have to close down, and busy hands and brains have nothing to do. If the merits of a cooking stove, or the reputation of a circular saw, had to make their way in boots, somebody would be short in mail orders, or praying for business that never comes. As it is, a wisely placed advertisement can make the postman perspire, and the shipping clerk smile. It is doing this every day, and even in dull times, it can furnish music on one string of the violin, when all the others are broken. It is true that ringing a bell cannot always sell dry goods or pig iron, but it may let somebody know both are still to be had, and just where to find them. If there is anything of special merit in quality or prices to attract the hesitating buyer or the nimble shilling, he is as likely to know as little about it as a brown bear or a Hottentot, if he is not informed thereof. The missing ad. is a missing sale, in nine cases out of ten. There are exceptions, of course, as two tails would be on a rat and five legs on a kitten. Here and there a business is to be found that, in a limited circle, can swing around the peg and ask for nothing better. It has no need of a tin horn, a bill poster, or a newspaper notice. It has its regular customers. They have their roost, as the turkey on an apple tree, and as the ox that knoweth his master's crib, they need no invitation to the commissary department. Now, while this is true in some cases, it is as pure a piece of folly as ever came into the head of an ass or a man, for the general run of manufacturers or merchants, to expect the cow to walk up to the milking pail. The average Jersey is not so familiar. Trade, as a rule, has to be sought after. It will not come at a whistle. It has to be picked up, as are acorns and strawberries. The spindle has to hum and the loom to labor, before the cambric or cloth can be had. If water runs down a hill, business has to climb up. If you want fish for a fry you must catch them, for none are likely to leap into a pan. In these days of energy, wide-awakedness and competition, while one man sits under a tree for an apple to fall, twenty others are climbing up with their baskets. Nor is this restlessness limited to men who have goods to sell; the buyers are, if anything, more eager for what is new in bargains and goods. They swarm, as a bee does from the blossoms on a cherry tree to the clover in the meadows. Nor do they go at this business blindfolded or uninformed. They know the banks where the violets grow. They scan the papers, and are as thoroughly posted as a mail carrier is as to the number of Mr. Brown's habitation. This is not a passing whim or a fad, but a modern condition of business. It has to be so accepted, understood, and handled. Advertising is here to stay, and so are the people it influences. Nor will it do to forget the fact, nor to let the fact forget you. To excuse neglect on the plea that results are not immediately visible, is to throw away an egg because the chicken takes its own time in walking out of the shell. Nor is it a wise or a paying policy to neglect advertising on the oft-repeated excuse, "Everybody knows us." The memory of the general public in this matter is a poor peg on which to hang business success.

Painting Is On.

More good Paint will be used in Canada this season than ever before — three times as much of **THE SHERWIN-WILLIAMS PAINTS** will be used this season as last—probably five times. It looks like the latter at present.

Now is the time for the Paint Dealer to put forth every effort, all his energy and push. If you have the right article behind you you will reap a good harvest, and at the same time sow good seed for an increase in the future.

This is what every dealer in any of the lines of **THE SHERWIN-WILLIAMS PAINTS** is doing.

THE SHERWIN-WILLIAMS CO.

WALTER H. COTTINGHAM
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

THE BASIS OF PROFITS.

A large portion of the community hold the opinion that rich men acquire their fortunes by charging an exorbitant profit for their goods. This is a mistake, says an exchange. Profits are made in two ways, by economy of production and by a profit on the sale. Economy of production does not mean that low wages are paid for labor, but it means that a sharp lookout has been kept against waste; there has been economy of shipment, economy of service in the traveling field, economy and good judgment in the purchase of supplies; these are the factors that, carefully watched, mean a profit to the maker of the goods, without any trespass on good wages.

Then in the sale of goods only a small profit is charged. Competition is too sharp to permit of any other practice. The surplus is not made up from a large profit on a few articles sold, but from a small profit on many articles sold. The consumer is seldom wronged in the matter of profit on merchandise of any class. The dealer who sells 10,000 articles at a profit of 10 cents each has made more money than the dealer who sold 3,000 articles at a profit of 25 cents each. This is the principle on which Vanderbilt laid the foundation of his great fortune. When he opened his freight line into Chicago he cut freight rates squarely in two to begin with. This gave the shipper a big saving, but it at the same time made very much more money for Vanderbilt than if the old rate had been maintained. More people could buy goods because of the reduction this difference afforded.

ENGLISH VS. GERMAN FENCING WIRE.

FOR some time past we have been gratified to note in the monthly returns of the Board of Trade the steady increase in our exports of wire. On the face of it, this increase has demonstrated that our manufacturers have been enabled to dispute the supremacy which was for a time enjoyed by some of their continental competitors. The official statistics do not, of course, afford any explanation of the reasons which have led to this tardy recognition of the merits of British wire, but we have now before us a letter from a Queensland, Australia, firm which supplies the requisite key to the problem. They say :

A few years ago the Australian colonies were inundated with German fencing wire, both black and galvanized, but experience has proved that it is quite unsuitable for the purpose for which it is required. In course of time the fences become slack, and have to be strained, and when any pressure is brought to bear on the German wire, it pulls out like a soft "lollie stick." This defect has completely killed its sale in this very large district, and I am very pleased to say we are now importing only English brands of wire, although for a few years, owing to its cheapness, we could sell no other but German.

From this, therefore, it would appear to be established that although the German wire is, or was, cheaper than British wire, it is deficient in quality, being too soft or too ductile for proper fencing purposes. We should be amongst the last to dispute the skill and enterprise of at least one of the German wire manufacturers, but as the foregoing evidence seems to be quite definite and incontrovertible we can only assume that the success of the German wire was largely owing to its softness and the consequent ease with which it was turned out very cheaply and in large quantities. The better-quality British wire, being harder and tougher, could not be produced quite so freely, and consequently was rather higher in price. The colonists have found out, however, that in the long run the British wire is the cheaper, and so have once more demonstrated that low prices do not always mean cheapness, and that it is worth while paying a trifle more for a reliable British article. We congratulate our wire manufacturers upon the result, and hope they will still further prove their superiority and the high quality of their product.—Ironmonger.

SPRAY PUMPS.

The spray pump is an article that every hardware merchant should pay particular attention to, and one which is bound to gradually increase. Special attention is called to the advertisement of the Spramotor Co., London, which will be found in another column. This company, of whom Mr. W. H. Heard is manager and patentee, won first prize at the contest of the spraying apparatus held at Grimsby in April, 1896, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, and in which there were eleven competitors. The reason the Spramotor pump is receiving so large a portion of the fruit growers' confidence is due to the fact that before commencing to manufacture exhaustive scientific experiments were made by the inventor, who is an expert mechanical engineer, as well as an extensive fruit grower, wherein all the various features that go to make up a fruit spraying equipment were thoroughly tested and put at actual work in the orchard, with the result that what was thought impossible by the old style makers of the apparatus has been daily demonstrated in the Spramotor. The agitator attached to this pump is in operation from the first stroke of the handle, thereby constantly keeping the liquid thoroughly mixed. This same pump can also be used for whitewashing buildings, and has been tested to throw the liquid as high as 65 feet and found to work very satisfactorily and with very little pressure, as a small boy can operate it with ease. The Government has placed orders with this company to supply its experimental farms throughout Canada, which is a guarantee of quality and excellence. Their 1897 catalogue is now ready and gives very important information. Write and one will be mailed to any address.

WHY RAZORS GROW BLUNT.

The finest grade of razors are so delicate that even the famous Damascus sword blades cannot equal them in texture. It is not generally known that the grain of a Swedish razor is so sensitive that its general direction is changed after a short service. When you buy a fine razor the grain runs from the upper end of the outer point in a diagonal direction toward the handle. Constant strapping will twist the steel until the grain appears to be straight up and down. Subsequent use will drag the grain outward from the edge, so that after steady use for several months the fibre of the steel occupies a position exactly the reverse of that which it did on the day of purchase.

The process also affects the temper of the blade, and when the grain sets from the lower and outer point toward the back you have a razor which cannot be kept in condition, even by the most conscientious barber. But here's another curious freak that will take place in the same tool : Leave the razor alone for a month or two, and when you take it up you will find that the grain has assumed its first position. The operation can be repeated until the steel is worn through to the back.—Pittsburg Dispatch.

FOR LONG RANGE GAME SHOOTING

SMOKELESS SSS SPORTING POWDER

SMOKELESS SS EQUALIZED HARDENED WATERPROOFED

HAS NO EQUAL

High Velocities. Low Pressures

Long Range. Extra Hardened. Double Waterproofed Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. SOLE MANUFACTURERS :

THE SMOKELESS POWDER CO. LTD.

Dashwood House, New Broad Street, London, England,
Works : Barwick, Herts

SMOKELESS S. S. SPORTING

TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES :

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " "
Far in excess of any other Powder—Nitro or Black.

Pattern 233.
Pads penetrated (Eley's Special) 30·6.
Pressures 2·17 tons only.

All future issues made to this standard.

SMOKELESS S. S. SPORTING

SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.
"Rifleite ·303." For Lee-Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.
"Rifleite ·450." For Sporting, Express and Military Rifles, ·360 to ·577 bore.
(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore also for Morris Tubes.
(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents ; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion :

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

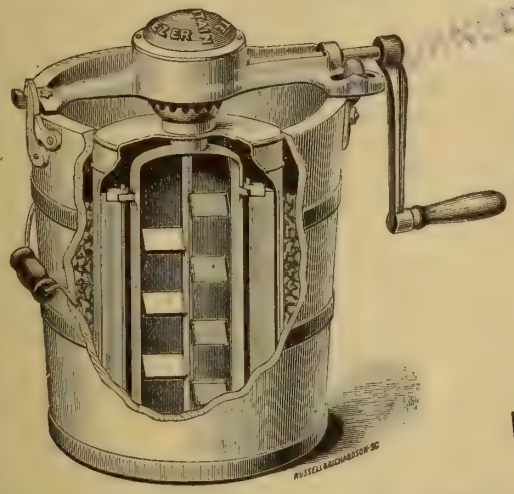
37 West Front Street., TORONTO.

BINDER TWINE—5-lb. balls—Samson and Lion Brands are the best.

Ice Cream Freezers

WHITE MOUNTAIN TRIPLE ACTION

BEST IN THE WORLD.



Sizes 1, 2, 3, 4, 6, 8, 10, 12, 15, 20, 25 Quarts.

SEASON 1897

WRITE for our PRICES

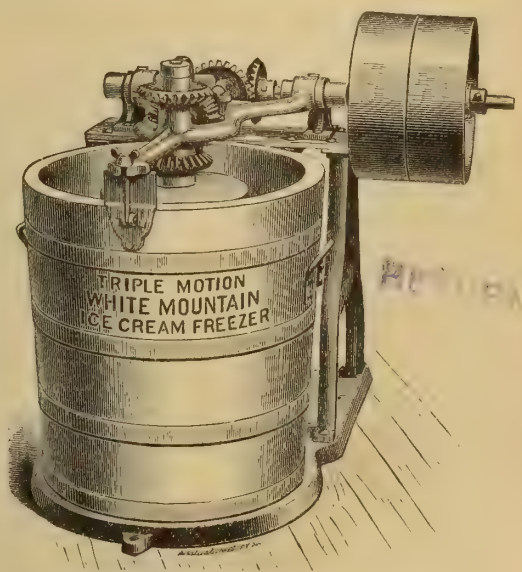
WITH FLY WHEEL. 15, 20, 25 Quarts.

GALVANIZED PLATFORM. 15, 20, 25 Quarts.

Special Close Prices

FOR . . .

PROMPT ORDERS



SAMSON POWER. 25 and 40 Quarts.

BINDER TWINE—5-lb. balls—Samson and Lion Brands are the best.

H. S. HOWLAND, SONS & CO.

...GRAHAM Cut and Wire Nails are the Best. Write for prices...

Allison Ranch Hydraulic Mining Co.

TREASURY STOCK $125,000

‡

LIMITED LIABILITY

Authorized Capital, $250,000.
Divided into 50,000 Shares of $5.00 Each.

10,000 Shares are now offered to the public at Five Dollars per Share.

SMALL CAPITALIZATION MEANS LARGE DIVIDENDS.

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ENGINEER—Chas. H. Mitchell, Civil and Hydraulic Engineer, Engineer for Town of Niagara Falls.
HEAD OFFICES—New Westminster, B.C.

The Company's Claims Consist of 640 Acres of Auriferous (Gold-Bearing) Gravel.

This property has been personally tested and examined by Messrs. W. S. N. Wills, Mining Engineer, and R. C. Lowry, A.M.I.C.E., both of whom have reported very favorably. Following are brief extracts from their respective reports :—

"In conclusion, I would say that I consider this one of the best hydraulic propositions that I have seen in British Columbia.
"W. S. N. WILLS, M.E."

"The line of ditch is an easy one; no rock cutting will, most probably, be required, and very little fluming will be needed. I think the property an excellent one. "R. C. LOWRY, A.M.I.C.E."

Six shafts have been sunk, aggregating one hundred and ninety-seven feet. Illustrated prospectus, giving full information as to the Company's properties, and also interesting details of hydraulic mining, will be furnished on application to

W. H. HALL or C. R. TOWNLEY At the Company's Offices Telephone 2,609 **56½ King St. East, Toronto**

THIS ENGRAVING is from a photograph of a portion of the Allison Ranch Hydraulic Mining Company's benches of gravel, showing Miners at work on the bed of the Tulameen at low water by means of wing dams. This mode of mining is of course very primitive and expensive and the gravel must be very rich to make it pay, as after the wing dam is built in the river the gravel has to be shovelled into sluice boxes and washed through. The fact that this class of mining has been carried on for thirty-five years in the immediate vicinity of the Company's properties proves the existence of Gold in the gravel in paying quantities.

Established 1860. Incorporated 1895.

ENAMELLED WARE

"CRESCENT," "ROYAL" and WHITE.

Practice makes perfect. The goods we are turning out in this line are all right. Every piece of any of the above brands guaranteed not to chip or burn. If you have not already had some of our "Royal" ware, send for samples. It is the prettiest line of goods ever offered in Canada. . . . .

The Thos. Davidson Mfg. Co. Ltd. - - - Montreal

HARD COATING FOR PATTERNS.

IN a recent issue of The Tradesman, E. H. Putman contributes an article on hard coating for patterns, from which we make the following extracts:

Beeswax has always been and is still much used for coating patterns, both to render them smooth and prevent water from adhering. But beeswax is quite soft in warm weather, and is, therefore, objectionable on the score of being sticky at such time. But if you use beeswax, why do you melt it in order to apply? Why don't you shave it up and cut it with benzine? Then apply with a paint brush, when the benzine will quickly evaporate, leaving a coating of wax all over the pattern of perfectly uniform thickness. But do not use beeswax. There is another kind of wax that is readily cut by benzine, but which does not get soft and sticky in the hottest weather. Bayberry wax is the sine qua non of every molder who once uses it. I always keep a bottle of it in the foundry office, and every molder whose pattern does not part from the sand perfectly is free to use it. It produces a very hard, impervious coat, and is very much more lasting than beeswax.

To prepare it for use, take a piece in your hand and run it over a carpenter's plane, producing thin shavings. Put a handful of this in an empty pint bottle and fill to near the neck with benzine. If the shavings have been made sufficiently fine you can use in ten minutes. Or you may whittle closely with a pocket knife, and placing in the bottle with the benzine, set in a warm sand heap at night, and the mixture will be in splendid condition for use next morning. I have never read of this preparation, and never knew of but one shop where it was known except where I myself introduced it. I doubt that it is very widely known, and am inclined to think that I ought to buy up all the bayberry wax in sight before publishing this article.

It can be found at the drug stores. It is sometimes called tallow instead of wax.

HIGHER PRICES ON CEMENT.

CABLES received this week by leading Montreal importers regarding cement for spring importation contain some interesting information to buyers for future shipment.

Based on the figures asked in these cables, prices will open this spring fully 10c. higher than they did last year.

The first prices, ex wharf, in 1896 were $1.90 to $2 on English and $1.80 to $1.90 on Belgian. Sellers, therefore, will have to ask the equivalent of $2, ex wharf, on English and $1.90 on Belgian for May delivery.

The advanced prices are necessitated by the condition of affairs in Great Britain and Belgium, where the tendency of values at the moment is reported to be very firm.

At this writing the actual demand for importation is extremely light, buyers being more backward in this connection than they were last spring.

NEW HARDWARE FIRM IN SEAFORTH

Seaforth is to have a new hardware firm. Its style and name will be Sills & Murdie. The senior member of the firm is Mr. George A. Sills, who for the past twenty-two years has been with Johnston Bros., the well-known hardwaremen of the same town. Mr. Murdie, the other partner, has been in the employ of the same firm for about two years. The firm will carry a full stock of hardware, stoves and tinware, and will open up between the 10th and 15th of the present month.

Mr. Sills was in Toronto this week purchasing stock. He is a pleasant fellow and evidently quick, bright and keen.

The firm's business will be largely based upon the cash principle, and inducements will be offered to cash customers.

DEATH OF MR. HOWDEN.

The death of Mr. James G. Howden occurred Thursday morning at his residence, 69 Bishop street, Montreal. Mr. Howden was well known in commercial circles, and was a partner in the firm of Howden, Starke & Co. He was 54 years old, and all his life has been spent in Montreal. He leaxes a widow and five sons and one daughter. The deceased was a member of St. George's Church. The funeral took place on Saturday afternoon at 2.30, from St. George's Church to Mount Royal Cemetery. Mr. Howden was an old member of the Dominion Commercial Travelers' Association.

BLUE ROCKS BLUE ROCKS BLUE ROCKS

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

ESTABLISHED 1839

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

THE YOUNG MAN AND HIS TIME.

"TIME is money" is an old saying. But this only begins to tell the truth. Time is more than money. It is learning, wisdom, character, success, power, when put to its right uses. Time makes the men who fill the ages with worth, the institutions that enrich the world, the epochs that glorify history. All great things are the product of time. Longfellow has written a volume of practical wisdom in one line: "Learn to labor and to wait."

Time is the element of labor which gives it success. It is not only labor but its continuance that works success. Spurts of labor, spasmodic smartness, lightning flashes of work are not enough. It is the spurt kept up, the smartness long drawn out, the lightning made perpetual, that accomplishes creditable things. Minutes are little things and small in their results, but minutes held to good uses till they make hours, and hours held on to till they grow into years, and the years made fruitful till they ripen into ages, accomplish the great things in human history.

A few years ago someone started a complaint against our American colleges that they failed to make great men as did the old colleges. And all the papers took it up, and a ringing complaint went the rounds that our colleges had degenerated because they produced no more giants. But after all the papers had become hoarse with their growling, some considerate editor thoughtfully said: "Gentlemen, you are too soon with your complaints. Colleges are to prepare men to grow and do; but no men are heard from as great men in any broad, national sense, till they have been out of college at least twenty-five years; after that they mature into greatness and become widely known." Then he cited the few truly great men of the present century in this country and Europe, noted when they left college and when they attained greatness in any generally accepted sense, and showed that time was a very important factor in the development of greatness.

But Longfellow's gem of wisdom asks us to wait as well as labor—that, is, wait while we labor. There is time spent in waiting; not time spent in idleness, but in labor. We must labor without expecting immediate results. The results of labor are slow in coming. Seeds are slow in germinating and slow in their early growths.

This lesson of the value and true importance of time in the make-up of our lives and successes is one of the most difficult for the young to learn. Youth is the ardent season. It is full of fire and zeal. Its imagination is active. "A continual dropping wears a stone." It is not only the dropping but to wait. It is in hot haste for action and attainment. It tires of old-fogy slowness, and covets quick returns and striking results in every enterprise. Yet the old law holds good that time will have its slow way in all its great results.

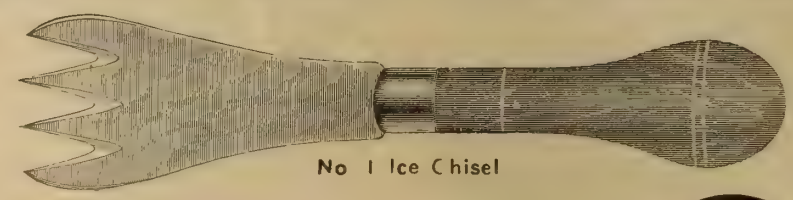
All the short cuts to greatness are accidental and not legitimate. They are not to be copied or to be cited as examples. There are some cases of quick success that have the appearance of being secured by some smartness, or short-hand skill, but examine hem closely, and they usually prove the old law that time will have its slow hand on all truly great and good results. The cases of success by lottery luck are mere chance affairs, and illustrate no law or principle.

It is always true then that time is one of the essential and important elements that enter into the make-up of strong mind, mature judgment, worthy character and notable success.

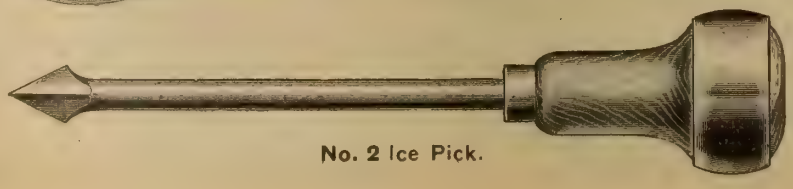
They who waste no time are seldom short of time to do everything well that needs to be done at all. Wasted time is the bane of many a life It is this more than anything else that cuts short preparatory education. Time trifled away, time idled away, time fooled away, is what deprives many a life of success and fills it with shame. This is a point of vast moment to many a young man. The love of fun and frolic, the craving for society, the passion for a good time, so overcome many young men of good abilities and intentions as to dissipate their force of character and cripple every energy for any great purposes or noteworthy pursuits. Their waste of time will make them perpetual weaklings. Looking Forward for Young Men.

THE KNAPP & COWLES MFG. CO. BRIDGEPORT, CONN., U.S.A.

Send for Catalogue of Full Line of Family Ice Tools and Hardware Specialties. . . .


No 1 Ice Chisel

Cast Steel Blade leaded into hard-wood handle.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Tempered Cast Steel Blade with wood handle and malleable band.

Jellstone EVER-READY Kalsomine

BY ADDING COLD WATER AS REQUIRED.
Painters everywhere using it. Takes the place of whiting and glue preparations.

SANDERSON PEARCY & CO.
61, 63 and 65 Adelaide St. West - - TORONTO.

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Cavalier and Pelham Bicycles
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And are headquarters for **ALL STANDARD CYCLE SUNDRIES.**

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All sizes.

Screen Doors and Windows
Latest styles.

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New Idea, 4 and 97.

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ENQUIRIES SOLICITED.

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

CHAT WITH A VANCOUVER MAN.

MR. A. O. CAMPBELL, of the Vancouver Hardware Co., Vancouver, B.C., is in Toronto this week on his annual purchasing tour. Mr. Campbell is a keen, observing business man, and is well informed generally. He is therefore naturally an interesting man to interview.

Like most Westerners he has unbounded faith in the possibilities and future of his adopted province, for Mr. Campbell was originally an Eastern Townships man, I understand.

"I tell you what it is," he said during the conversation, "British Columbia is going to surprise people. I am sure of it. It is a most wonderful country, and will eventually be the most important province in the Dominion."

Mining development, he said, was being vigorously pushed in almost all parts of the province. Up the coast, around Harrison Lake and in the Lillooet district rich discoveries of gold were being made. And what was common to these was common to a number of other parts of British Columbia.

Referring to the lumber trade, he said: "Yes, business is improving. So many shipments are being made to South Africa that freight rates have advanced materially. The unsatisfactory feature of this trade at the moment is not the volume of the lumber business, but the prices. They are low, but all the mills are well employed, and that is some satisfaction."

"We are now, in Vancouver," said Mr. Campbell in reply to a question, "using practically nothing but Banff anthracite coal for domestic purposes, and it costs us laid down about $6 per ton, and is brought a distance of about 500 miles. Our steam coal we get from Nanaimo, 70 miles distant from Vancouver. It is towed across in large barges at little expense, and yet we have to pay the same price for it as we do the hard Banff coal. As it only costs about fifty cents per ton to mine the Nanaimo coal, it is evident the owners are making an enormous profit."

Vancouver itself, Mr. Campbell said, was growing nicely. Building operations are brisk and the main streets have been asphalted.

"What about the Crow's Nest Pass Railway?" I ventured.

"Oh, it should most certainly be built, and that right away," said Mr. Campbell, with emphasis. "It would prove a great benefit to the whole Dominion. As long as we are without this road the merchants of Spokane will supply the Kootenay country with goods. We in Canada are now practically prohibited from doing so on account of the cost of freight consequent upon the numerous transhipments now necessary. To the farmers of the Northwest Territories the road would undoubtedly be a great benefit. The Kootenay country will never be a producer. It will always be a consumer, and with a railway through the Crow's Nest Pass the farmers in the Territories would necessarily mainly supply the consumptive demand."

"By whom do you think the road should be built?"

"Well, I think the plan outlined in HARDWARE AND METAL is the best: That the road should be built by the C. P. R., but with the freight rates under the control of the Government.

"Until the road through the Crow's Nest Pass is built mining development must be carried on under difficulties. Just imagine bringing coke all the way from Great Britain for the smelters at Nelson! This coke is landed from the vessels at Vancouver, and from there it has to be carried overland to its destination. In the busy season it is most difficult to get shipments forwarded, and I have known the freight rate from Vancouver to Nelson, a distance of about 500 miles, to be as much as $135 per carload. Why, it does not cost as much, purchasing price, freight, etc., included, to lay down British coals in Vancouver."

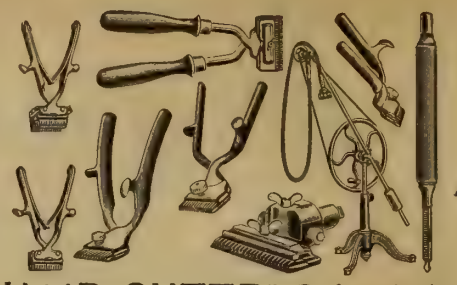
CATALOGUES, BOOKLETS, ETC.

MATERIALS IN BICYCLES.

The Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., appear to be always doing something unique in the way of catalogues, booklets, etc. Their latest effort in this line is a neat little brochure entitled "Honest Talk About Honest Cycles." The cover is a pretty dark green of fibred paper, and there are fifteen pages of reading matter, with side headings printed in red ink. The little book is interesting as well as pretty, for it contains instructive matter regarding the materials and workmanship used in the Iver Johnson cycles. The brochure is interesting enough for every hardware man in Canada to send for one.

M'CLARY'S TINWARE CATALOGUE.

The McClary Manufacturing Co., Ltd., is issuing a new tinware catalogue. It contains a few pages more than the previous catalogue, while the pages are much larger. This catalogue, like its predecessor, is indexed, but it is all round much superior. It shows a larger and more varied line of goods, and among its chief new features may be mentioned the addition of a department of mining and campers' supplies and the lithographic illustrations in natural colors of the different lines of enamelware manufactured by the company. These latter illustrations are of a decidedly superior character. In fact, the illustrations of all the articles shown in the catalogue are better than usual, the cuts being larger and better in execution. The McClary Manufacturing Co. is to be congratulated.



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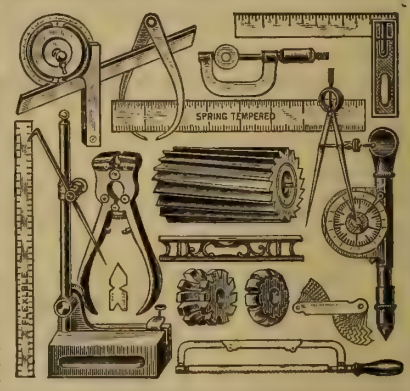
STARRETT'S



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98 Page Catalogue Free.

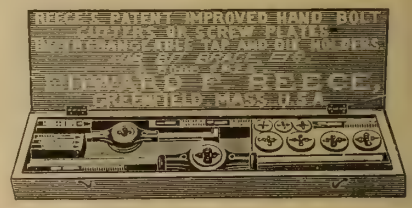
THE L. S. STARRETT CO. Box 5

ATHOL, MASS., U.S.A.

COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



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Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.

MARION & MARION, EXPERTS, Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively

Mention this paper.

Don't let it slip your memory

The Special Spring Trade Number of HARDWARE and METAL is now in active preparation. By the end of the month every hardware man in Canada will have it in his store. Do you not think it would be a good thing for you if these men knew a little more about your goods? You can tell them a good deal in a full page. Drop us a line now while you think of it and we will give you all particulars.

Montreal Office...
BOARD OF TRADE BUILDING.

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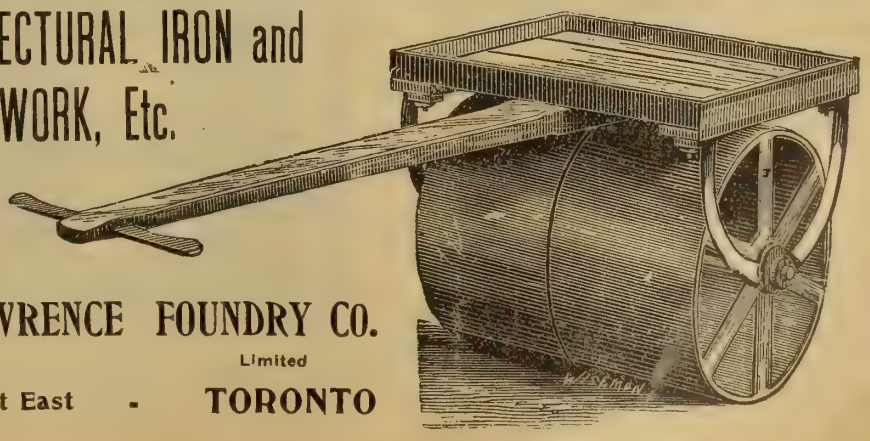
26 FRONT STREET W.

Lawn Rollers . .

We are making these in a variety of designs in all sizes and weights. Cuts shown here, illustrate two of our leaders. Our "Balanced Handle" always stands upright when not in use, has round edges and is thoroughly up-to-date. Our "Wood Top" provides for additional weights when they are required. If you have enquiries for **ROLLERS** of any kind let us know.

WE ARE HEADQUARTERS FOR

IRON CASTINGS, CAST IRON WATER and GAS PIPES, STEEL BEAMS ARCHITECTURAL IRON and STEEL WORK, Etc.



ST. LAWRENCE FOUNDRY CO.
Limited
Front Street East - **TORONTO**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 2, 1897.

HARDWARE.

THERE has been a rather better demand for various descriptions of shelf hardware during the week. Orders, however, are of a limited character and are mostly for April shipment, after the reduction in freight rates goes into effect. The makers' meetings are to be held during this week, but in the meantime there has been a fair enquiry for cut and wire nails, horse nails, etc., and other staple lines of domestic manufacture from jobbers' hands. The latter, however, are doing very little buying from makers. Cordage has been reduced ¼c. and is in good demand, while spades, shovels and various other tools have also been enquired for.

BARBED WIRE—Business is confined to a few small lots. We quote as follows: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f.o.b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

PLAIN FENCE WIRE—Business moderate. Discounts are: 25 per cent. off the list 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—There is some demand for small lots of coppered spring. Discounts are 25 per cent. f.o.b. Montreal.

WIRE NAILS—There have been a fair number of orders received this week for wire nails. Discounts are: 80 and 2½ off f.o.b. Montreal, in this province, and 80 off in Ontario, with delivery of 10-keg lots where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—There is a good demand for cut nails. The base price is still $2.15 with the usual allowance of 10c. per keg under the specified conditions; f. o. b. in Quebec, freight prepaid in Ontario on 10-keg lots to points where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There is a steady trade in horse nails, and discounts are unchanged at 50 per cent.

HORSESHOES—Business is fair. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25 assorted, $5; steel toe weights, $5.50.

SCREWS—There is a fair demand for screws. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Orders are fairly good, and discounts range from 10 to 12½ per cent.

BOLTS — Quite a few orders have been booked this week. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS--The same remarks apply to rivets. Discounts are: Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE — There has been a good enquiry for cordage this week. Prices have been marked down both on manilla and sisal, and we now quote: Sisal, 6½ to 7c. for 7-16 and upwards, and manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

CHURNS AND WRINGERS—There is a fair demand for both lines.

SPADES AND SHOVELS—A good demand is experienced for both spades and shovels. The discount is unchanged.

AXES—Rule quiet and unchanged at $5 to $9.

TOOLS—Carpenters' and other tools of this kind are being asked for to a fair extent.

BUILDING PAPER—Business in building paper remains much as it was last week. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—Quiet and steady.

WARE—Tinware of various kinds continues well enquired for, and iron and granite ware are also in good demand.

HINGES—Prices range from $2.50 to $3.60, with a fair demand.

SPORTING GOODS—There is a moderate enquiry for sporting goods.

CEMENT—There is an active demand for cement, but no large import orders have yet been put through. We quote Belgian firm at the advance, $1.95, and English $2.05 to $2.10.

FIREBRICKS—Range from $17.50 to $22.50, with a fair demand.

Blue Flame Oil Cooking Stoves

2 AND 3 BURNERS

POWERFUL HEAT AT SMALL COST

Steel frames and top that cannot break. Burners made of brass, with simple and effective wicking device.

Patent wick regulator, which prevents wick being turned too high or too low.

Large oil tank at back connected to burner with small tube, preventing oil becoming heated.

No perforated plates or braces to retain char or soakage from burner; **preventing odor.**

One burner boils one quart of water in 4 minutes.

ORDER A SAMPLE STOVE

. . One sold will quickly sell others . .

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

1897 IMPROVED 1897

STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.

Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
HAMILTON, ONT.

Eastern Depot, 422 St. Paul St., MONTREAL

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

·FIREBRICKS·

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.
30 Wellington street, MONTREAL

BRILLIANT
FRENCH
PLATE GLASS

THE BEST AND PRICES THE LOWEST
AT THE
Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO, MONTREAL, LONDON, OTTAWA

SUMMER
Sporting Goods

FISHING TACKLE, LACROSSES, FOOTBALLS, BASE BAGS, PUNCHING BALLS, TENNIS, BOXING GLOVES, Etc. Our TACKLE stock is the finest in the Province, and we pay special attention to Mail Orders. Send for Catalogue B.

The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

METALS.

There have been few changes in heavy iron or metals, except that pig lead is firmer. Business is quiet for the season of the year, as large buyers are generally holding off, and until the tariff question is settled little improvement is looked for.

PIG IRON—There is no change in pig iron. We quote: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—The price of bar iron ranges from $1.45 to $1.55 and demand is extremely light.

BAND IRON—Some small enquiry is noted for band iron at $1.75.

HOOP IRON—The same can be said of hoop iron, which we quote on the basis of $2.25.

SHEET STEEL—The staple gauges range from $2.60 to $2.70 with demand light.

SHEET IRON—Some orders for future shipment are noted and prices are unchanged on the basis of $2.50.

GALVANIZED IRON—Business continues quiet, the shading in prices having induced no improvement. We quote: $4.50 to $5.50.

TINNED IRON—In fair demand as last quoted at $5.50 up to 20 gauge.

LEAD PIPE—Without change, business ruling quiet at 7 to 7½c., with 30 and 5 off.

PIG LEAD—There has been a steadier feeling in pig lead this week, and we quote $3.25 to $3.50.

INGOT COPPER—Quiet at 12 to 13c.

INGOT TIN—Prices are well held, under light stocks, at 16 to 16½c.

SHEET COPPER—The same remarks apply to sheet copper at 17½ to 18c.

IRON PIPE—Orders are noted, but only for small lots. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATE—There is little activity to note in Canada plate. We quote $2.60 to $2.65.

TERNE PLATE—Continues firm, but quiet at $6.25.

TIN PLATE—There has been some small enquiry for tin plate from stock for April shipment, but little is doing for import. Prices are steady: Coke, I.C., $3.25 to $3.45; charcoal, I.C., Alloway, $3.45; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X., $4.50.

COIL CHAIN—There is a fair demand for coil chain.

BOILER PLATE—Ranges from $1.90 to $2, with demand light.

SOLDER—Unchanged, at 10½ to 11c.

BABBIT

Small or Large Quantities
Every Quality
HARRIS
Headquarters for Mixed Metals

W. G. HARRIS
25-31 William St. - Toronto
TELEPHONE 1729

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

GALOPS CANAL

NOTICE TO CONTRACTORS.

SEALED TENDERS ADDRESSED TO THE UNdersigned, and endorsed "Tender for the Cardinal Section of the Galops Canal," will be received at this office until 16 o'clock on Saturday the 17th day of April, 1897, for the works connected with the enlargement of the Galops Canal.

Plans and specifications of the work can be seen on and after the 31st day of March, 1897, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's office at Cornwall. Printed forms of tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of $150,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respectives parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender.

Contractors are specially notified that the condition requiring the works to be wholly completed by the 31st day of January, A.D. 1899, will be rigidly enforced and all penalties for delay exacted.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 20th March, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

(15)

SHEET ZINC—Demand is quiet, at $5 to $5.25.

SPELTER—Continues dull and unchanged, at $4.50 to $4.70.

ANTIMONY—Nominal at 10c.

SCRAP IRON—No business doing, as the mills and foundries are doing nothing.

GLASS.

There has been a fair enquiry for window glass. We quote: First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

The past week has shown quite an improvement in this department and the manufacturers are now well employed. Demand for white lead has set in with more activity, and while no immediate advance in price is looked for, there is increasing confidence in the current quotations. Liquid paints are now in season, and the demand is active. Linseed oil is again lower in England. In fact, the quotations in the English market are unprecedentedly low, and a very little improvement in trade would affect values there. Turpentine continues scarce at points of production, being between seasons; the old crop is becoming exhausted and arrivals of new are light.

WHITE LEAD—We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Is enquired for at 4c. in casks, and 4½c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Steady at the scheduled prices, with an active demand.

PUTTY — As before reported, $1.75 in bulk and $1.90 in bladder.

GUM SHELLAC—Steady at 27c. for pale orange.

PARIS GREEN—Deliveries are now being made and prices are firmly held.

LINSEED OIL—Continues easier, but prices here are nominally unchanged. Raw, 44c.; boiled, 47c. per gallon; 5-barrel lots 1c. per gallon less.

TURPENTINE—Firm with an advancing tendency. We quote: 44c. in single barrels and 43c. for 5-barrel lots.

VARNISHES—Continue as reported last week.

SEAL OIL—Ranges from 48 to 50c.

CASTOR OIL—Dull at 8½ to 9c.

NAVAL STORES—Without change. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is no change in heavy chemicals. We quote: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50; glycerine, per lb., 22 to 25c.

HIDES.

The hide market is steady at the advance. We quote: Beef hides, 9, 8 and 7c.; calfskins, 6 to 8c.

PETROLEUM.

There is no change in petroleum. We quote: Canadian, 16½c., and in round lots 15½c. American prime white, 18c. in car lots, water white, 19½c., astral, 21½c. less 2 per cent.; small lots prime white, 19c.; water white, 20½c.; astral, 22½c.

COAL.

There is no change in the coal market, and prices are nominal until they are established on the summer basis.

TRADE NOTES.

There has been a rather firmer feeling in pig lead this week.

Advices on turpentine from the south are of a very firm character.

Linseed oil is nominally unchanged here, but is very easy in England.

Both sisal and manilla have been marked down ¼c. on the inside price this week.

ONTARIO MARKETS.

TORONTO, April 2, 1897.

HARDWARE.

THE summer freight rates went into force on Thursday, 1st inst., and wholesalers have in consequence been since busily employed in forwarding shipments which had been held until those rates went into force. These rates, it might be noted, are much about the same as those which obtained last summer. The general trade shows some improvement over the previous week. There has been a decided improvement in barb wire, and a better condition of affairs is to be noted in ordinary fence wire. A more active business in cut and wire nails is to be noted. The same may be said of churns. Spades and shovels are still active. Business is being well maintained in harvest tools. Leather belting is beginning to get a little more active. Enquiries are beginning to come in for garden hose. Business is opening up fairly well in screen doors and windows and poultry netting.

BARB WIRE—There has been a decided improvement in barb wire. Quantities are principally for the required half-ton lots in order to save freight. We quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—Trade has been a great deal better during the past week, although not any large quantities have been moving. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—There has only been the usual demand for tinners' wire. In coppered iron and coppered spring the improvement noted last week has been maintained. We quote: Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS — Trade has been lively during the week, a large number of orders having been forwarded. Discounts, 80 per cent. Ontario, with 10-keg lots delivered to points where the freight does not exceed 25c. per 100 lbs. Discounts in Quebec, 80 and 2½ per cent.; Maritime Provinces, 80 and 10 per cent., with terms of delivery same as in Ontario; British Columbia, 80 and 2½ per cent. f.o.b. factory; Manitoba and the Territories, 75 and 5 per cent.; Winnipeg, 75 and 5, delivered.

CUT NAILS—The improvement noted last week has been maintained, a good many orders having gone out during the week. Base price $2.15 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade, while still quiet, is better than it was a week ago. Discount, 50 per cent.

HORSESHOES—Trade is merely steady. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe

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SITUATION WANTED.

WANTED—EMPLOYMENT ON THE ROAD OR in the warehouse; have twenty (20) years Hardware experience, part of the time on the road in Ontario and the Maritime Provinces. R. B. Norton, Charlottetown, P. E. Island. (14 n.c.)

weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—Business continues fairly good. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—Trade is fair. Discounts, 10 to 12½ per cent.

BOLTS—Orders for carriage and tire bolts are coming in freely. Discounts are now as follows: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb.; ¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS—The demand is about as before. Discount, 17½ per cent.

RIVETS AND BURRS—A fair trade is being done. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—No further improvement has taken place, the volume of business being much about the same as a week ago. We quote: Sisal, 7-16 in. and larger, 6⅜c.; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c

CHURNS—A slight improvement in the demand is to be noted. Discounts: 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Are still quiet. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—The demand is strong, and jobbers are experiencing some difficulty in supplying the demand, especially in the cheaper grades. Discount, 45 per cent.

HARVEST TOOLS — Orders which had been booked some time ago have been forwarded and fresh orders are coming in freely. Stocks are being completed, and jobbers will, in the course of a few days, experience no difficulty in supplying the demand. Discount, 60 and 10 per cent.

BUILDING PAPER—The demand has increased during the week, principally in plain building and tarred lining. The call for tarred roofing has so far been only light. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Business has improved during the week. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—No further improvement has taken place in tinware. Granite ware, on the other hand, is going out more freely.

HINGES—Trade is fair, especially in barn door hinges. We quote: Screw hook and hinge, 6 to 10 inch, $3.50 to $3.60 per 100 lbs.; 12 inch up, $2.50 to $2.60 per 100 lbs. Discount on T and strap hinges, 70 per cent.

PLUMBERS' SUPPLIES—Trade is much about the same as a week ago, and without special feature.

CUTLERY—The feature of the trade at the moment is the "Jubilee" cutlery which is being placed on the market. Generally speaking a fair sorting-up trade is being done.

SPORTING GOODS. — Trade in firearms and ammunition is on the quiet side, but business is brisk in fishing supplies.

CEMENT—Business continues to improve. We quote in car lots: Canadian Portland, $2.50; English do., $2.75; Belgian do., $2.50; Canadian hydraulic cements, $1.10.

SCREEN DOORS AND WINDOWS — The bulk of the orders have been filled, but orders are still coming in from dealers who had not previously booked.

POULTRY NETTING—A good many orders are still coming in for poultry netting. Discount, 67½ per cent.

GARDEN HOSE—Enquiries are beginning to come in. We quote: Standard brands, 70 to 70 and 5 per cent.; cotton, 65 and 5 to 70 per cent.; "Competition," 70 and 5 per cent.

METALS.

Trade is on the whole much about the same as a week ago.

PIG IRON—Quiet and featureless, with the United States market weak.

BAR IRON—Orders are still small. Ruling base price, f.o.b. factory, is $1.45, and from stock $1.55 to $1.60.

HOOP AND BAND IRON—Trade has been a little more active. We quote $2.25 per 100 lbs.

SHEET STEEL—While trade is fair, very few large orders are being received. We quote as follows: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—There is a good demand for the lighter gauges. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—Enquiries are coming in more freely and orders are of larger dimensions. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON—The demand for milk-can trimmings has been a little more active for the 22 gauge than in former seasons, in consequence of which stocks are almost depleted both in the standard as well as in the 84 x 42 and the 84 x 48. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Business is much as before. We quote: Lead pipe, 7c.; lead

Bicycle Riders

Should make it a point to examine the line of

Wolff-American High Art Cycles

And study their many special features.

SINGLE MODELS, '97 - $100.
SINGLE MODELS, '96 - $80.
(While they last).

THE YALE.. Bicycles

Are right, and sell at sight.
Two GRADES....

LIST, $75 and $60.
Also Juveniles.

Ride=== McCUNE ===Cycles
RELIABLE AND GOOD.
LIST, $65.

Representatives: **DORKEN BROS. & CO., - Montreal**

EFFICIENT
DURABLE
UNIFORM
RELIABLE

NICHOLSON FILE CO.
Providence, R.I., U.S.A.

MARLIN REPEATERS

Of the Model 1892 are made in 2 calibres, 22 and 32.

The **22 calibre** takes in **one rifle, without any change in adjustment,** the 22 short, 22 long and 22 long rifle cartridges.

The only repeating rifle which will take the 22 long rifle cartridge ; far ahead of all other 22 calibre cartridges.

The **32 calibre** takes in one rifle (by merely changing the firing pin) the 32 short and long, rim and center fire cartridges.

The only repeating rifle for cheap ammunition, larger than the 22 calibre

If you wish a rifle for short range work and moderate shooting you should have this 32. You can save the price of rifle in 2,000 shots.

It is the Ammunition that costs.

These rifles are constructed with removable side plate so that you can take the rifle apart to clean without using a single tool. **Send for Catalogue to**

The MARLIN FIRE ARMS CO., New Haven, Conn.

For Sale by all Jobbers.

waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Not a great deal doing. Discounts, 60 and 5 per cent.

PIG LEAD—Has been quiet during the past week. We quote : 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER—Still quiet. We quote large lots at 12⅝c. and small lots at 12⅞c.

INGOT TIN — The demand has been good during the week, especially for Straits. We quote : 16¼ to 16½c. For large quantities these figures can be shaded.

SHEATHING COPPER, ETC.—Trade is quiet. We quote ; Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE—Business is limited. We quote: ¼-inch, 60 and 5 per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent. ; 1¼ to 1½-inch, 70, 10 and 5 per cent ; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 50 per cent. ; ¾ to 2 inch, 50 and 5 to 50 and 10 per cent.

BOILER TUBES—Dull and unchanged. We quote : 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Business is moderate. We quote : Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75 ; copper, 30 gal., $22 ; 35 gal., $26 ; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Quite a few orders are being received for 7-inch. A good many orders for fall delivery are being booked. We quote : All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES— Trade has been good, especially in the better grades of charcoal. Stocks are not quite complete, but will be in the course of another week. Quite a few lots of charcoal have also been called for. We quote as follows : Cokes, $3.15 for 14 x 20 ; do. squares, $3.25 to $3.50 ; $6.25 for 20 x 28 ; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN—Enquiries for prices are coming in regularly and shipments are better than for some time. We quote : ¼ in. 4⅝c. : ⅜ in., $3.70 ; ½ in., $3.25. Large quantities can be shaded.

TERNE PLATES — Trade is quiet. We quote : I C, $6 ; I X, $8.

SHEET ZINC—Not any large orders were received during the week, but small quantities are still in steady demand. We quote : Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—A slight improvement is to be noted in this line. We quote : Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Business is active and prices firm. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote : Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

The import season is over and there is scarcely anything doing from stock. We quote window glass from stock : First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

OLD MATERIAL.

Business is much about the same as a week ago. We quote as follows : Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c. ; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb ; bottoms, 7½c. ; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

PAINTS AND OILS.

The warm dry weather has exerted a beneficial effect on the trade in oils, lead and varnishes, and there is an active movement all along the line. Popular brands of white lead have been shipping freely, and the large majority of dealers are replenishing their stocks, which were light. Paris green seems at last to have been galvanized into life, and there is a great deal of activity displayed in this article. There are no advances to report in general goods, except, perhaps, on the finer grades of glue, which are more firmly held than when we made our last report. There has been some enquiry for liquid glue, but the market is pretty bare except in large packages, such as barrels, which are not so readily salable. Vermilions, ochres and oxides in fair request. Japan and varnishes quiet. Bicycle enamels and specialties very active. Liquid paints show a healthy turnover and are keeping the factories busy. Dry red lead and oxide of zinc are scarce and holders are firm. Kalsomine, whiting and Paris white are in seasonable demand. There is not much doing in putty. Shingle stains and roofing paints are moving a little to fill some special contracts. Turpentine has been fluctuating a little in the primary market, with rather higher prices as a net result.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15 ; No. 1, $4.77½ ; No. 2, $4.40; No. 3, $4.02½ ; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4 ; ditto, No. 1, in casks of 560 lbs., $3.75 ; genuine, in kegs of 100 lbs., $4.25 ; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; Boiled, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE — We quote as follows : 1 to 4 barrels, 46c.; freight allowed ; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 9c. per lb. and 9½c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote : Litharge, 5 to 6c. ; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity ; lump, 10c. in small lots, and 8c. in barrels.

PUTTY— In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05 ; 25-lb. tins, 4 in case, $2.20 ; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c for No. 2. Sheep and lambskins, $1.10 to $1.20.

Unsolicited.

An Honest Expression From an Honest Man

NO "AFTER TROUBLE" WITH OUR GOODS

OFFICE OF
C. W. VanDuzer
Grower and Shipper of All Domestic Fruits.
Orders Promptly Attended to.

TELEGRAPH, TELEPHONE, EXPRESS OFFICE, BANK.

Grimsby, Ont., Mar 13 1897

Pedlar Metal Roofing Co
Oshawa

JUL 17 1897

Gentlemen:

It gives me great pleasure to inform you how well pleased we are with the Metal ~~ceiling~~ ceiling furnished by you for the Methodist Church of this place. Every part of the contract was fully carried out by you. We feel fully justified in saying that we have the finest ceiling in this part of the country. While building operations were going on I made it a point to see as many metal ceilings as possible, but saw none that would compare with this one. It is the admiration of every one who sees it.

Yours truly
C. W. VanDuzer
Chairman of Bldg Committee

We have devoted special care and attention to perfecting our many designs for Interior use, and are now prepared to supply Metal Ceilings and Walls for use in all styles of buildings, from the **Plainest** to the **Most Elaborate.**

Made in Canada only by

THE PEDLAR METAL ROOFING CO.

J. H. ASHDOWN, Winnipeg,
Agent for Manitoba and N.W.T.

Head Office and Works:
OSHAWA, ONT.

HAVE YOU GOT OUR CATALOGUE ?

WOOL— The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

PETROLEUM.

A moderate business is reported. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

MARKET NOTES.

Summer freight rates went into operation on Thursday.

M. & L. Samuel, Benjamin & Co. are showing samples of "Jubilee" pocket knives to retail at about 50c.

The various manufacturers' associations are meeting in Montreal this week. The wire nail makers are meeting as we go to press.

M. & L. Samuel, Benjamin & Co. received a post card on Thursday, which read: "Gentlemen, kindly express one only bicycle. The best you have."

Toronto jobbers have reduced the price of linseed oil 1c. per gallon. While prices are easier in Chicago, the English market is 1 to 1½c. per gallon higher, and the present reduction in Toronto is thought to be only temporary.

UNITED STATES MARKET.

NEW YORK, April 2, 1897.

PIG TIN—Arrivals were again quite free, or about 125 tons all told. The full supply along with somewhat adverse London cable advices and rather keen competition here, gave the market rather weak tone. Sellers quoted 13.23 to 13.30 f.o.b. for 5-ton lots, and bids of 13.20c. cash would probably have been accepted. It was rumored that one sale, if not more, was made at 13.20c. f.o.b. to out-of-town buyers late yesterday, but that price was bid here to-day.

COPPER—The market remains in a stupid condition pending political developments in Europe or radical change on the part of producers that would awaken interest in the face of present unfavorable influences abroad. Home consumers naturally buy only as actual wants require, and these do not appear urgent at the moment. Prices are more or less nominal, with 11¾c. asked for Lake Superior, 11¼ to 11½c. for electrolytic and 11 to 11¼c. for casting stock.

PIG LEAD—There was no change whatever in the condition of the market. Buyers were few and very indifferent, while most holders appear firm in the face of that fact, at about 3.42½ to 3.45c. for common domestic. About 3.40c., however, was seemingly the best price that could be realised. London cable quoted £11 12s. 6d. for soft Spanish.

SPELTER—A small business only is being effected and the market continues slow also. Prices are quite well maintained at 4.15 to 4.20c. for western prime. London cable was £17 3s. 9d. for good merchant brands.

ANTIMONY—Dealings are moderate, but prices remain firm. Regulus quoted at 7¼ to 7½c. for Cookson's, 7 to 7⅛c. for Hallett's, and 7c. for Japanese.

TIN PLATE—Further purchases of American cokes for prompt shipment from the mill were reported at previous low prices, but other shipments were not offered, and dealers, therefore, held spot stock very firmly. On other plates small business and unchanged prices were generally quoted.

IRON AND STEEL.—Sales of cheap brands of southern pig iron were more numerous, and, in addition to the ordinary moderate lots usually taken by Eastern consumers, a few fairly large contracts were closed, including one for 3,000 tons and one for about 2,000 tons, both No. 4 iron, and for pipe making. The business was effected chiefly at the basis of $6.75 for No. 2 foundry, $6.50 for No. 3 and $6.25 for No. 4, at Birmingham. Freight to this locality about $3.50. There is some export enquiry, but scarcity of ocean tonnage at satisfactory rates checks operations. Some southern iron is held at 25 to 50c. over the above prices, and, to all accounts, concessions are not made of more than 35c. from our inside quotations for northern brands. Most agents claim that they are not selling below $11.50 for No. 2 foundry, delivered at tide-water. As a whole, however, the tone of the market is still rather weak.

In steel rails, the business is insignificant.

The President of the United States.

What the President of the United States Thinks About Our Enterprise.

William McKinley addressed the Convention of The National Cash Register Company, at Dayton, O., October 22, 1895.

"It gives me great pleasure," he said, "to meet you here, and to congratulate you upon the splendid enterprise in which you are engaged.

"I have known The National Cash Register Company for many years. I have known the splendid progress of that industry in the past, and my only wish for you is that the business of this country from now on may be such that there will be a great demand for your cash registers, and that we will be able to register more cash than ever before in the transactions of this state and the country at large.

"What we want, no matter where we live and no matter in what occupation we may be engaged, is the highest prosperity possible for our country, and whatever will secure such prosperity, no matter what it may be."

We are proud of this indorsement by the president of the United States, but we are prouder still of the indorsements of our company and of our registers by more than one hundred and twelve thousand retail merchants throughout the civilized world who have purchased registers from us and are now using them.

We have testimonials from thousands of these merchants, and to any retailer who desires we shall be glad to send copies of letters written by merchants in his line of business who reside in his immediate vicinity.

Send us your name, address, business, and number of clerks you employ. We will send you in return, free of charge, a handsomely-printed description of a cash register system used in stores like yours. Address Department W, The National Cash Register Company, Dayton, Ohio, U. S. A.

Binder Twine

Warranted

PURE
MANILLA

650 ft. to the lb.

BLUE RIBBON **RED CAP**
BLUE CROWN **RED CROWN**
STANDARD **WHITE SISAL**

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

Plumber and Steam-Fitter

THERE is still a great deal of figuring going on in Toronto, and there is still little actual work being done, although master plumbers and steam-fitters are looking forward to a fairly good spring trade.

Purdy, Mansell & Mashinter, 46 Adelaide street west, Toronto, have secured the plumbing and heating contract for the new opera house at Ottawa.

Messrs. Geo. Clapperton, of the Bennett & Wright Co., A. Welch, E. Pickard and R. Fletcher have become members of the Toronto Master Plumbers' Association.

A permit has been granted James Beaty, 1,497 Queen street west, Toronto, for the erection of a pair of semi-detached brick dwellings, to cost $5,000.

The School Board of Petrolia, Ont., has decided to erect a new school building at a cost of $5,000.

OTTAWA PLUMBERS WANT A BY-LAW.

The Master Plumbers' Association of Ottawa is endeavoring to persuade the civic authorities of the capital to adopt a plumbing by-law and appoint inspectors. Mr. W. J. Burroughes, president of the Master Plumbers' Association, is this week in receipt of a communication from Mr. John Higman, of the Ottawa organization, asking for a copy of the Toronto by-law and any other information that will be helpful in the premises.

TO FIGURE A ROUND PIPE EQUAL TO A SQUARE.

From Q. R. S., Maryland.—Can you give me a good rule for measuring, or rather figuring, a round pipe equal to a corresponding size of square pipe? I have a table furnished by a stove house which I do not think is correct, and appears to have been gotten up by guess work. What I want is a good rule that will bear investigation and will give correct results.

Answer.—Our correspondent did not send the table, which we would like to have seen, for it seems strange that any reputable house should issue a table that was incorrect. However, we will give our correspondent rules and then he can test the table and see if it is reliable or not. To find a square pipe whose capacity, or gross area, is the same as a round pipe, take the diameter of the round pipe and multiply it by 0.886 and the result will be the side of a square pipe of equal area. To reverse the process and find the diameter of a pipe of equal area to a square pipe, multiply one side of the square by 1.128.—Metal Worker.

IRON OR TILE DRAIN PIPE.

A hearing was given on Monday last by a committee of the Chicago City Council to sewer builders interested in tile construction, who desired the ordinance amended which provides for the exclusive use of iron drainage pipe inside of buildings. Representatives of the architects, master plumbers and contractors were present to participate in the discussion. Exhaustive arguments were made pro and con, after which the matter was taken under advisement. It is probable that a compromise ordinance may be drawn up which will permit the use of tile in buildings when desired by the owner, but under stringent regulations—namely, that the tile be laid in a bed of concrete and covered with it, also being tested under the pressure of a column of water 6 or more feet in height. Master plumbers regard any deviation from the use of iron pipe, however, as a step backward in the march of sanitary progress. Practical examples are given by experienced sewerage builders of serious defects developing in the drains that make earthenware untrustworthy for this purpose. It is stated that the settling of a foundation has been known to crush a tile, and it has been frequently found that joints have opened from pounding or jarring a cellar floor or from vibrations caused by machinery in the vicinity. It had been a subject of congratulation in the trade when the ordinance providing exclusively for the use of iron pipe was passed.—Metal Worker.

CHANGES IN HARDWARE.

IN one sense at least the hardware business is not what it used to be, says Stoves and Hardware Reporter. It has changed, but for the better. There are almost as many out-of-date styles and forms in the memory of the oldest hardwareman—who may also be the oldest inhabitant—as there are novelties and new devices in fact, and the progression that has been made in this respect is one of the most marked characteristics of the trade. Hardware goods are so close with human wants that their development in manufacture is practically a record of the advancement made by civilization, and there is probably no other industry that marks this advancement more clearly or that shows more widely how human ingenuity has satisfied its own requirements.

The old latch-string on the outside of the door was typical of hospitality when every householder was his neighbor's friend, but it has given way to a safety-lock that answers modern purposes and needs. The knocker has surrendered, long ago, to the bell, and, in turn, the bell-pull has been replaced by the electric button. The knob on the door is still a knob, but its ancestors or prototypes would not recognize their offspring in its new form and dress. These are but single instances of the changes and improvements that now characterize all lines of hardware, while they have probably contributed as much to the growth of the business as has been done by the increase in population.

And yet, in some ways, the hardware trade is going backward. The colonial style of builders' hardware has been a fact for half a decade, taking us back a hundred years or more to the time when almost everything in metal was wrought by hand. Even the knocker itself is coming back to the extremists in the styles of our forefathers, though it is not likely to come into any degree of general use. Andirons or firedogs have had a sort of second birth for the faddists who, in their extremities, may even return to the old spit and the old-time basting ladle, not to mention the warming-pan and the candle snuffers. In fact, the old is becoming new again, with the difference that in our adaptation of ancient ideas we have improved on the originals and shown how the development in hardware is practically that of the age in which we live.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

Garth & Co.

Plumbers and Steamfitters,

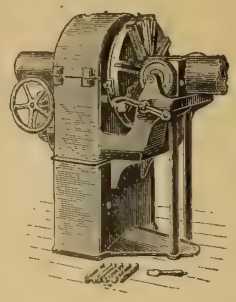
Manufacturers of all kinds of

Brass and Iron Goods

Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

Armstrong Pipe Threading



AND **CUTTING-OFF MACHINES**

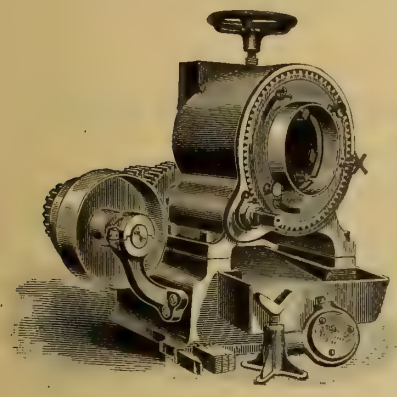
(Hand or Power).

Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office : 139 Centre St. Bridgeport, Conn.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS

No. 23 Garden St.
Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

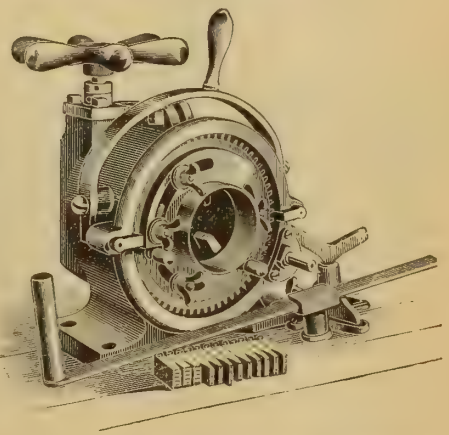
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ⅛ to 8 inch, and attachable to any make or size of lathe Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.

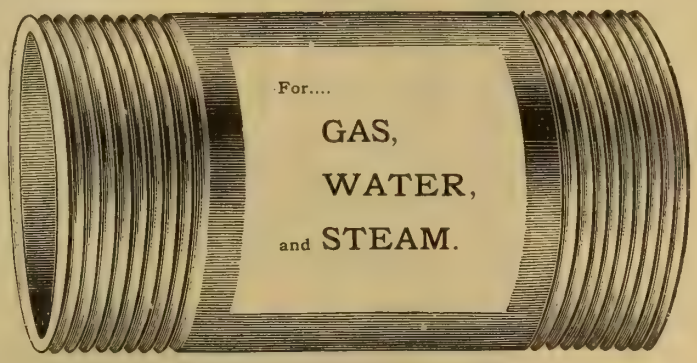


No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

IRON PIPE AND FITTINGS

Complete Line Carried in Stock.

Orders Filled Promptly.



Lowest Market Prices.

Mechanics Supply Co.

96 ST. PETER ST., QUEBEC

. . ISLAND CITY . .

Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES : 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.

WORKS : 274 St Patrick St., MONTREAL.

MANITOBA MARKETS.

WINNIPEG, April 2, 1897.

HARDWARE.

IN the regular hardware market there has been no change from last week. In the line of dairy machinery there is a slight movement. Several new creameries and cheese factories are being opened throughout the province and machinery is being bought for these. Then, many of the factories already established are repairing and increasing their plants, and this helps to increase the volume of trade in this line. The indications are that spring will open early and many factories trust to be in operation by the 15th of May.

NAILS—Cut, per keg, base price $2.63 for 60d., with usual extras; common steel wire nails, 3 to 6-inch, $3.20 per keg; 2½-inch, $3.33, with usual extras for smaller sizes.

HORSE NAILS—Pointed and finished, oval heads, list prices are as follows: No. 5, $7.50 per box; No. 6, $6.75; No. 7, $6; No. 8, $5.75; Nos. 9, 10, 11, $5.50. Discount off list prices, 45 per cent.

AXES—Per box, $6 to $9.

WIRE — Galvanized barb wire, plain twisted wire and staples, $3.10 per 100 lbs.

IRON AND STEEL—Bar iron, per 100 lbs., base price $2.25 to $2.50; band iron, per 100 lbs., $2.85 to $3; Swedish iron, per 100 lbs., $5.25 to $6; sleigh shoe steel $3, to $3.25; best cast tool steel, per lb., 9 to 11c.; Russian sheet per lb., 12 to 13c.

SHEET IRON—10 to 12 gauge, $3; 22 to 24 and 26 gauge, $3.25; 28 gauge, $3.50.

CANADA PLATES — Garth and Blaina, $3.15.

GALVANIZED IRON—American, 20 gauge, $4; 22 and 24 gauge, $4.25; 26 gauge, $4.50; 28 gauge, $4.75 per 100 lbs.

IRON PIPE—50 to 60 per cent. off list.

LEAD—Pig, per lb., 4½c.

SOLDER—Half-and-half (guaranteed), per lb., 14 to 16c.

PAINTS AND OILS.

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 3½c.; American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

WINDOW GLASS—First break, $1.75 per box of 50 feet, and $2 for second break.

LINSEED OIL—Raw, per gal., 52c.; boiled, per gal, 55c. in barrels; per gal., 58c. An additional charge for packages for small quantities.

TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c.

REFINED PETROLEUM—Prices here are as follows: Silver Star, 19½c.; Crescent, 22½c.; Oleophene, 4½c., in barrels. Car lots, 1c. per gallon less. United States oils in barrels are quoted at 28c. for Eocene and 25c. for Sunlight.

The Eddy Snow Shoe Club, of Hull, P.Q., will hold its annual supper on April 3. There will be a tramp at 8 p.m and supper will be served at 10 p.m. Sorry we can't be there.

PERSONAL MENTION.

Mr. E. W. Maas, hardware merchant, Spadina avenue, Toronto, died on Thursday morning. Rheumatism of the heart was the direct cause of death. The deceased had been in businesss about eight years. He was an unassuming man, a hard worker, and well liked. He was a brother of Mr. Albert Maas, hardwareman, Queen street west, and a nephew of Mr. Fred. Unitt, for many years well known in the hardware trade of Toronto.

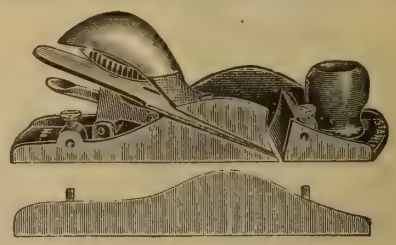
Col. Gartshore, of the McClary Manufacturing Co., London, spent several days in Montreal last week.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

STANLEY'S RABBET AND BLOCK PLANE.



A detachable side will easily change this Tool from a Block Plane to a Rabbet Plane, or *vice versa*. The cutter is set on a *skew*.

No. 140. Rabbet and Block Plane, with detachable side, 7 inches in length, 1¾ inch cutter $1 25

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

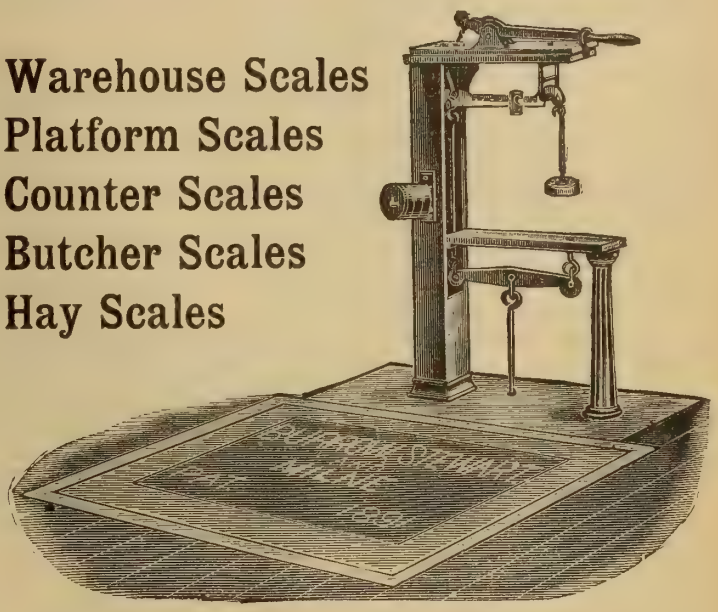
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales



We carry large stocks in Winnipeg and Montreal, and ship from these points.

Scales for all purposes, of every capacity, from 1 drachm to 100 tons.

Agents for Manitoba, Western Territories and British Columbia.

Merrick, Anderson & Co.,
WINNIPEG.

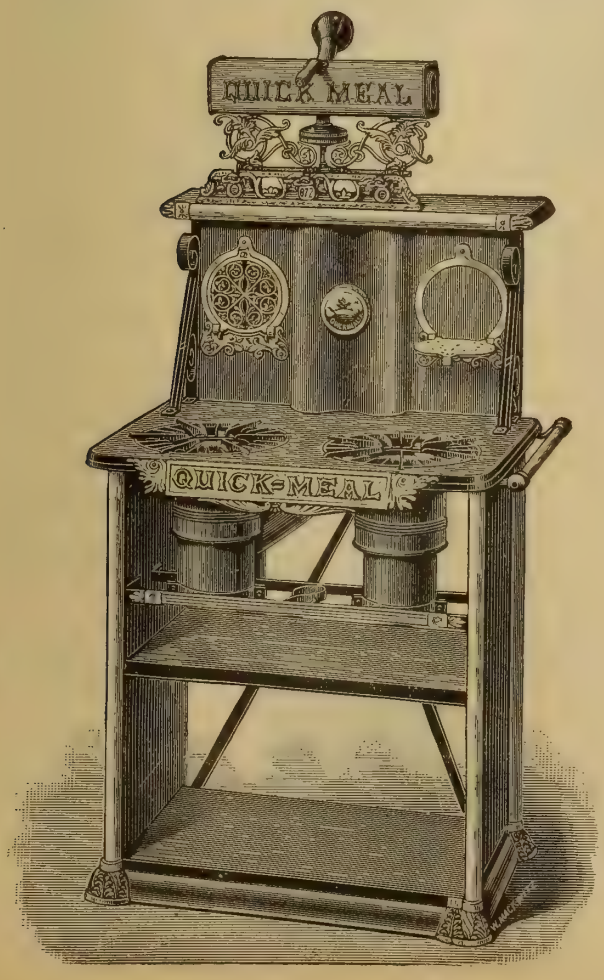
BURROW, STEWART & MILNE

MANUFACTURERS

Hamilton, Ontario.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.

W. L. Haldimand & Son,
MONTREAL



YOU WILL FIND THAT THESE LINES ARE BUSINESS BRINGERS. . . .

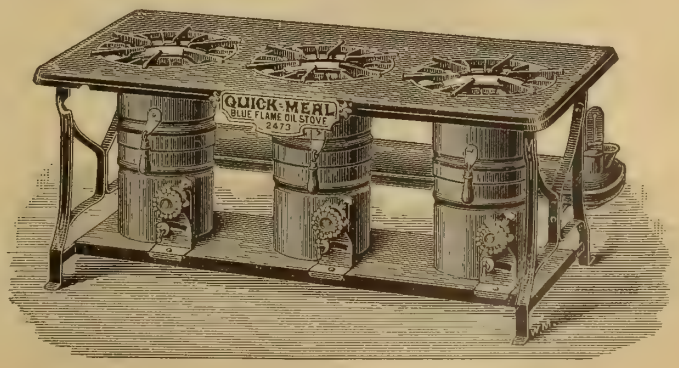
Their unrivalled excellence is so well known, and their good points so easily appreciated at first glance, that

QUICK MEAL GASOLINE AND BLUE FLAME OIL STOVES

Are popular favorites everywhere. Remember that we are sole agents in Canada for these famous stoves, and for your own sake, don't place orders without seeing our catalogue and price list, which we will be happy to send on application.

The Gurney Foundry Co. Ltd., Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL.



With 1, 2 or 3 Burners with high or low Table.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. TORRANCE, general merchant, North Bay, has assigned to P. Larmouth, Ottawa.

Lindsay & Jones, paints and oils, Brockville, are liquidating their business.

J. Laporte, saddler, Berthier, Que., has compromised at 25c. on the dollar.

John R. May, stoves and tinware, Cannington, has assigned to J. T. V. May.

Geo. Turcotte, general store, St. Julie, is offering to compromise at 50c. on the dollar.

R. Michaud & Co., general merchants, Lachine; Kent & Turcotte appointed curators.

Victor Beaulac, general store, St. David, is offering to compromise at 70c. on the dollar.

O. Mercier, blacksmith, Repentigny, is offering to compromise at 25c. on the dollar.

A meeting of the creditors of E. D. Calleret, hardware, Montreal, was held on the 1st inst.

J. A. K. Plante, general merchant, Valleyfield; Lamarche & Benoit appointed curators.

Hugh Smith, general store, Flatlands, N.B., is offering to compromise at 50c. on the dollar.

Geo. Leduc, general merchant, St. Anne de Bellevue, is offering to compromise at 25c. on the dollar.

W. J. Cowan, harness, Petrolea, has assigned to W. G. Parsons, Toronto, and a meeting of creditors will be held on the 8th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Decelles & Parker, carriage makers, etc., Adamsville, have dissolved.

Barber & Watson, foundry, Meaford, have dissolved. C. Barber continues.

Bail & Sabourin, general merchants, West Shefford, Que., have dissolved.

U. A. Marceau and Joseph Marceau have formed a partnership to carry on the business under the style of U. A. Marceau & Cie.

D. Dentremont & Co., general merchants, Metaghan, N.S.; new co-partnership formed by S. D. Dentremont & Co. and Joseph Corneau.

Carpenter & Ramsay, hardware merchants, Hamilton, have dissolved. F. A. Carpenter continues, under the style of F. A. Carpenter & Co.

A partnership has been registered by J. Pelletier and J. O. Watts to carry on business as hardware merchants under the style of Pelletier & Watts.

F. Hulbird and M. Stevens have formed a partnership to carry on business as general merchants in East Farnham, Que., under the style of Hulbird & Stevens.

Dessault & Normandin, general merchants, Granby, have dissolved. Normandin & Fleury is the name of the new firm of general merchants in the same town.

Schultz & Hansen, general merchants, Gretna, Altona, Winkler and Morden, Man., have dissolved. They have been succeeded at the two first named places by Schultz & Stiefel.

SALES MADE AND PENDING.

Ed. Bell, wagon maker, Holland Centre, is advertising business for sale.

G. Stewart, general merchant, Methven, is advertising business for sale.

The assets of J. Racette, general merchant, St. Julienne, have been sold.

H. J. Lehman, general merchant, West Montrose, is advertising business for sale.

The general stock of J. A. Gagnon, St. Moise, Que., has been sold at 42c. on the dollar.

The assets of H. Fauteux, hardware, Ste. Cunegonde, are to be sold by auction on the 6th inst.

The stock of E. Dupuis, general merchant, St. Julienne, has been sold at 30c. on the dollar.

The general stock of L. Beaudin, St. Isidore de Laprairie, has been sold at 39c. on the dollar.

The general stock of Boursier & Co., St. Martine, Que., has been sold at 57¾c. on the dollar.

C. R. Decker, blacksmith and wagon maker, Chesterfield, is advertising his business for sale.

The stock of H. & S. Desmarais, general store, Richmond, Que., has been sold at 55c. on the dollar.

The stock of C. Pelletier, general merchant, Petit Matane, Que., has been sold at 55c. on the dollar.

The stock of the estate of J. L. Morse, general merchant, Williamston, N.S., has been sold to Byron Morse.

The stock of Mrs. J. B. Magnon, general store, Pointe Aux Trembles, Portneuf county, has been sold at 58¾c. on the dollar.

E. N. Lavalle & Co., general merchants; stock at St. Fabien sold at 65c. on the dollar and that at St. Phillippe de Neri at 60c on the dollar.

Joshua Anderson, general merchant, Oakville, Man., is advertising business for sale. So are Pineo & Merrick, general merchants, Virden, Man.

CHANGES.

Harbic & Bergeron have opened a general store in Hawkesbury, Ont.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc.
MONTREAL.

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS

THE OAKVILLE BASKET CO.

John H. McHardy, hardware, Teeswater, has sold out.

D. Cooper, harness, Drayton, has sold out to F. Loth.

J. W. Mellor, paints, Victoria, is opening a branch at Rossland.

David Nevin, blacksmith, Chilliwack, B.C., is out of business.

Auguste E. Bregent is about opening a hardware store in Montreal.

Lachlin McNiven, blacksmith, Malcolm, has left there and gone to Dakota.

F. C. Boles, hardware, Ingersoll, has been succeeded by James Campbell.

Jackson & Co., general store, Port Dover; style changed to H. B. Barrett & Co.

Thos. McGinn, blacksmith, Iroquois, has sold out and is removing to Kazubazua.

Lazenby Bros., general merchants, Hatzic, B.C., have been succeeded by V. Ross.

D. Chisholm, general merchant, Antigonishe, N.S., has sold out to Chisholm Bros.

Rendell & Co., general merchants, Greenwood City; Powell's interest sold to J. J. Caulfield.

J. E. Shaffner, general merchant, Lawrencetown, N.S., has been succeeded by J. & E. Shaffner.

Croil & McCulloch, general store and creamery, Wales, have opened a branch at Osnabruck Centre.

W. Brown & Sons, general merchants, Pointe Fortune, Que., have opened a branch at St. Eugene, Ont.

Neil & Co., general merchants, Lucknow, are giving up business. So is E. McGrimmon, grocer, St. Thomas.

Densmore & Fleury have opened a harness shop at Indian Head, Man., and Creamer & Gray have opened up as machinists at Qu'Appelle, N.W.T.

F. X. Brouillett is beginning business in St. Narcisse as manufacturer of agricultural implements. J. N. Trudel, of the same place, has retired from the agricultural implement business.

DEATHS.

Curtis McLaughlin, wagon maker, Warden, Que., is dead.

CAN-CEL IT.

The following play of words took place in the lobby of the Oriental hotel, Dallas, one day last week:

"What is your line?" asked Price Cross of a fellow traveler to whom he had just been introduced.

"I am in the fruit business"

"How do you manage in these dull times?"

"We sell what we can and what we can't sell we can. And what's your line, sir?"

"In dry goods."

"What do you do?"

"Oh we sell what we can, and what we can't sell we can-cel."—Exchange.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

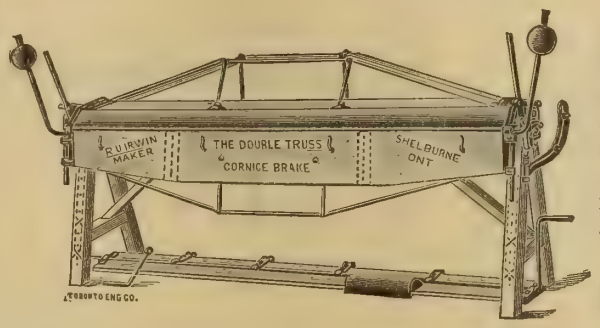
Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

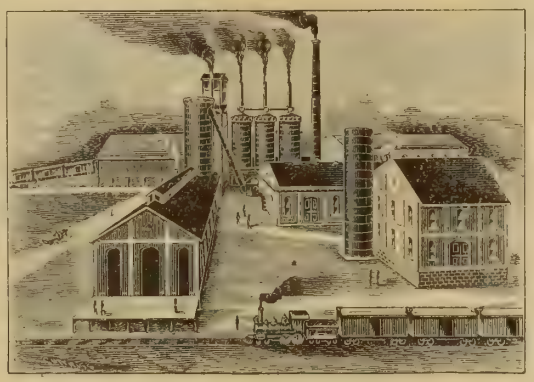
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Don't Forget Us

WHEN ORDERING

Alabastine
Jellstone
Land Plaster
Calcined Plaster
Potato Bug Finish
Paris Green

The Alabastine Company, Limited

Paris, Ont.

COST MARKS FOR GOODS.

A WRITER in an exchange, who has evidently devoted some time and study to the subject, has recently been compiling for the use of long-suffering business men, a list of keys for cost marks on goods, and below is given the result of his labor.

Ever since the shopkeepers bought at wholesale and sold at retail it has been a time-honored custom to mark the cost and selling price upon articles for sale. That these marks, or at least the cost mark, may be clear and enlightening to the merchant and his employes, while baffiing and untranslatable to the rest of the world, considerable ingenuity is sometimes employed, but the average man is content to take some easily rememberable word having ten letters to represent the ten Arabic numerals.

The choice of a cost mark is an easy matter. The most common one is the first ten letters of the alphabet. Next to that, the last ten. But these are quickly guessed. Better than these are words (one or more) which have ten letters. All that is necessary is to be careful to choose a word or phrase in which there are no duplicate letters. For instance :

1 2 3 4 5 6 7 8 9 0
B R I S K T R A D E

will not do, because 2 and 7 are represented by the letter R. Substitute "Quick" for "Brisk" and the cost mark will be all right.

If you are leaning toward the prohibition party this might suit you :

1 2 3 4 5 6 7 8 9 0
B A D W H I S K E Y

Here are a few words or phrases which are used for this purpose. A merchant must be very particular if he cannot be suited in such a list.

You might get a "Snug Profit" or a "Cash Profit." If you keep a "Gainful Job," you must stick to the "Big Factory." If you are a "Big Scholar," you would be an "Elucidator" of what is "Profitable." Keep in mind the "importance" of attending to your own business. Keep away from the law. Don't be so "Friendly" with the disciples of "Blackstone" as to get upon the wrong side of the "Prison Gate."

More than one firm uses the name "Jane Bishop" or "Bishop Jane." The writer knows a David Wilson who uses "Wilson Dave," and also another whose name, "John Bagley," is his cost mark.

Better than any of these, however, is a lot of letters which will not spell anything. Such a cost mark is a little more difficult to memorise, but, once learned, it is better, as it lessens the chances of guessing or making it out. I have heard of "Wig But Kymp" being used for this purpose.

Another way is as follows : If an article

Act Quick

Brushes
Brooms
Woodenware

The price of Black Bristles is going up with a rush. The increased demand has increased the cost—everywhere. The advance will be a big one. You will make money by buying **NOW.** We have not advanced prices on our "Tip Top," "Victor Black" and "Columbia Brands," but we shall have to soon. We have a new fresh stock of fine White Bristles—the best we have ever seen.

The brands on the Brushes are "Standard White" and "Imperial O.K." A word to the wise will be profitable. Act quick!

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Montreal Branch : 1 and 3 De Bresoles St.

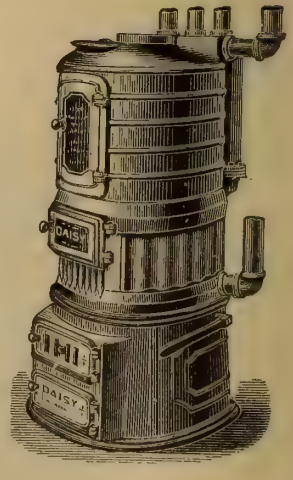
PAINT

Achievement in the paint trade is to supply pure honest paint on the lowest possible margin. That is our aim. A dealer wants that kind of paint to achieve success. **UNICORN** Mixed Paint is a pure honest paint sold on the lowest possible margin, so is **BULLDOG.** We make them both. We don't say they contain "rubber" nor that they're "fireproof," but they do contain the best and purest of Linseed Oil and the best and purest pigments. There are none wanted better than that, and none made better. Get the best goods at the fair honest value. Do you want cards or advertising matter? We will help you.

Manufactured by
A. RAMSAY & SON
MONTREAL
Established 1842.

Hot Water Boilers

The "Daisy"



Has Fewer Parts, Better Connections and Larger Heating Surface than any other Boiler on Earth.

Prices and Catalogues on application to

The Toronto Radiator Mfg. Co. LIMITED
TORONTO, ONTARIO.

Now is the time to send in your Spring Orders for

ALABASTINE

A full line of ***Brandram's Genuine Imported Lead*** in stock.

WILLIAM HILL

327 St. James Street, - - - **MONTREAL**

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

R. DILLON,

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

ASPIRANTS

If you really anticipate buying a bicycle, the best advice we can offer is to "Come in and talk it over."

We always feel perfectly willing to give our competitors an opportunity to tell their tale after the customer has seen the Stearns and had its good points explained.

Stearns is the vogue.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS., TORONTO. 61

Agents Wanted in unrepresented distrcts.

cost 3s. 6d., the cost is made by adding one to each of the numerals, and placing 1 each side of it, thus :

3 6
1 4 7 1

This is quickly legible to the initiated, but baffling to the guesser.

A very good plan is to draw two upright lines, with two across them, thus making spaces for the nine numerals, thus :

2	4	6
8	9	1
3	5	7

The figures can be arranged to suit. The symbol which surrounds the figure is used to represent that figure. For instance, a figure like a U with square shoulders would represent 4, and one like an L would mean 6. The square would stand for 9. Either an O or an X could be used for a cipher.

This scheme may be modified by turning the figure cornerways, in which case the hieroglyphics would resemble V or Λ or portions of a diamond.

Such a list should satisfy the demand of any reasonable person in need of a cost mark. There are thousands of others, but enough have been given to show what can be used. If there are none there which suit the reader, he is invited to hunt one up, or make one to suit himself.

WHY MERCHANTS FAIL ; WHY MERCHANTS SUCCEED.

"Six-tenths of the failures in business result from inexperience, extravagance and neglect, two-tenths from natural dishonesty, one-tenth from speculation, and one-tenth from misfortune."

If a merchant has an automatic and perfect check on all the transactions between his clerks and his customers ; if he has time to watch the other details of his business ; if he systematizes his business, and stops all the little leaks, and if he knows what is going wrong, and is consequently able to stop it, he should not fail from any of these causes.

The National Cash Register Co., of Dayton, Ohio, has devised systems for all kinds of retail stores, which are designed to give the retail merchant such a check on his business. A description of these systems may be had upon application.

If you will send your name, address, business, number of clerks employed, percentage of business done on credit, and stating whether or not you employ a cashier, to Department "W," the National Cash Register Co., they will send you, in return, a handsomely printed description of a system used in stores like yours.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

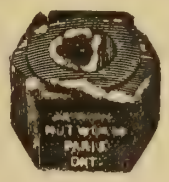
. . MICA . .

Electrical and Stove Purposes.

Send for samples and quotations.

W. F. SMYTH & CO.

Box 2165 **Montreal.**



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

Abbott & Co.

ROLLING MILLS

Rhode Island Pattern Horseshoes.

Korrect Shape. Quality Guaranteed.

AND FACTORIES

MONTREAL

TRADE MARK J REGISTERED.

"JARDINE"

Horseshoe Vises . .

One of the handiest winter tools in a shoeing shop. Useful at all times, they are indispensable in winter.

A. B. JARDINE & Co.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

REGISTERED TRADE MARK.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

CURRENT MARKET QUOTATIONS.

TORONTO, April 2, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag— 56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs / " 14x60, " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	...	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 and 5 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.

Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.

Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft...	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65
f.o.b. Halifax, St. John, Montreal, Toronto	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ocbre	...	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 05
Hard Oil Finish	....	1
Oil Shellac	....	1
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	0 45	0 46
Boiled, per gal	0 48	0 49

Freight allowed, 5 bbl. lots 1c. less. Price 2c ess Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	...	0 46

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 09
Smal lots	....	0 09½

Cod Oil.

Cod Oil, per gal	0 50	0

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

hemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
uperior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss } 7 25 8 00
" Sewing, per gross }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

AXES.

Splitting Axes 5 25 5 50
Chopping Axes—
Black Prince 7 25 7 50
Forest Clipper 7 25 7 50
Lance 8 50 9 00
Mann's 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made 7 50 7 75
Climax 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

inc discount 3 90 4 0
opper, discount, 40 and 10 p.c. off revised list.
teel clad, 20 per cent. discount.

Bells.

Hand.
Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.
Door.
Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 0 per cent.
Excelsior, 10 per cent.
Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike .per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriage, dis., 70 and 10 p. c. off new list
Tire, dis., 70 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 60 p.c. off new list.
Coach Screws, dis. 70 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.
Cast Iron.
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.
Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 9 50

Cement.

Canadian, Portland 2 50
English " 2 75
Belgium " 2 50
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.
Steel, net 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.
Per doz 75 1 25

FAWCETS.

Cork Lined, per doz 0 30 0
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.
Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	. .	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.
Tack.
Magnetic, per doz 1 10 1 20
Sledge.
Canadian, per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb 0 22 0 25

HANDLES.

Axe, per doz., net, 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs 0 40 2 50
Chisel.
Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00
Fork.
C. & B., dis. 35 per cent. rev. t.
Hoe.
C. & B., dis. 35 per cent. rev. list.
Saw.
American, per doz 1 00 1 25
Plane.
American, per gross 3 15 3 75
Hammer and Hatchet.
Canadian, 35 per cent.
Cross-Cut Saw.
Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per 100 lbs..... 3 50 3 60
12 in. up, per 100 lbs..... 2 50 2 60
Per doz. set.
Screw. Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1
Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.
Wire.
Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross 1 60

KNOBS.

Door, japanned and N.P., pe doz 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
Basis—50 to 60 dy................ 2 15
40 dy...................... 2 20
30 dy...................... 2 25
20, 16, aud 12 dy.......... 2 30
10 dy...................... 2 35
8 and 9 dy................ 2 40
6 and 7 dy................ 2 55
2. American pattern only—
From 4 to 5 dy............ 2 75
3 dy (lath)................ 3 15
3. Canada pattern only—
From 4 to 5 dy............ 2 55
3 dy (lath)................ 3 05
3 dy, A.P. fine........... 3 75
Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 80 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross........... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L........................ $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6 .... 175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning...................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs...................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis, 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½ lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla	
7-16 in. and larger, per lb.	6⅜	00	8
¼, 5-16, ⅜ in..............	6⅞	00	8¼
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire...... ..... 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen.............. 0 40 0 70
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz................ 8 75 9 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black.................. 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish..............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.............. 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights 40
" " tinned 45
Swedes, cut tacks, genuine, blued and tinned.............................. 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned............ 40
Zinc tacks............................ 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................ 10
" " in bulk 15
" " solid heads, in bulk........ 42½
Saddle nails in papers................ 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

TOE CALKS (Steel)

Blunt, all sizes, per box...... .... $1 25
Sharp " " " 1 50
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each.................... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

Carload Lots and Under.

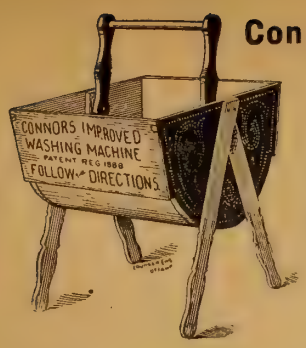
Galvanized, 2 barb, 2½ and 5 inches apart.............. 2 70 2 75
Galvanized, 4 barb, 4 and 6 inches apart 2 70 2 75
Galvanized, plain twist, all.. delv'd.................... 2 70 2 75
Plain twist.................. 2 70 2 75
Steel Staples 2 70 2 75
Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....



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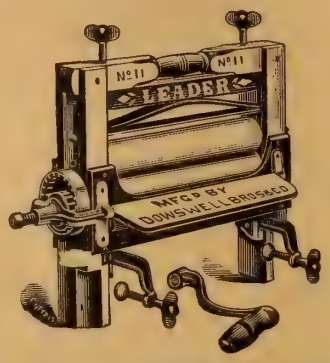
Improved Steam Condensing Exhaust Pipe Heads . . .

For attaching to Outlet of Pipe above roof. . . .

OFFICE AND WORKS:

Cor. Latour St. and Busby Lane MONTREAL



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Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

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Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

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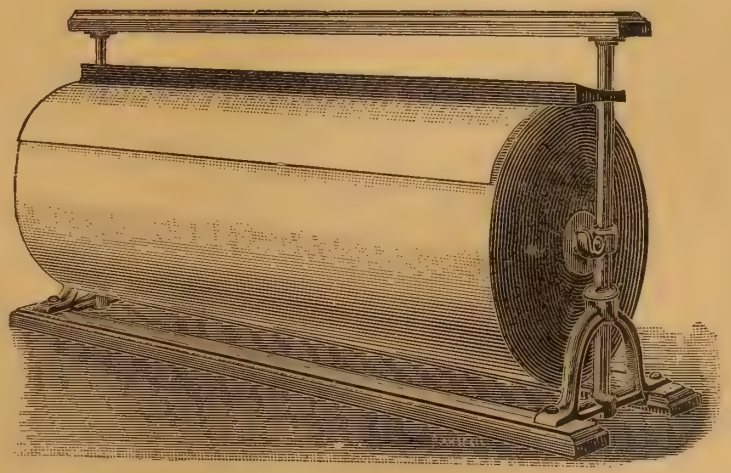
SINGLE OR IN COMBINATION

In all Sizes

They form part of the equipment of all hardware stores. . . .



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Black Diamond File Works

G. & H. Barnett Company

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By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Knocked Out in the 14th Round!!

"Bob" Fitsimmons may be very well taken as a living example of several qualities of the other acknowledged champions—Robertson's Pure Ready Mixed Paints:—

They have the longest reaching capacity
They are made of the best stuff
They will stand the most wear
They have the best staying qualities
They "knock out" all competitors
They will make money for you

They are trained fighters, and, going further even than the champion pugilist of the world, challenge the sun, wind, rain and snow to a finish fight. Their past record proves that all attacks made upon them by the inclemencies of the weather have but enabled them to prove themselves entirely worthy of their enviable position.—**ALWAYS BACK THE WINNERS AND YOU ARE SURE TO WIN.**

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Superior Quality.
Langwell's Babbit, Montreal

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HARDWARE
AND METAL MERCHANT

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TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

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WHEN YOU BUY GALVANIZED IRON

YOU WANT GOOD quality and finish

YOU DON'T WANT to hammer out buckles or to pay a fancy price

That means you want "QUEEN'S HEAD."

Price is right and you will always be satisfied.

Largest Manufacturers under the British Flag

THREE LARGEST BUILDINGS IN CANADA

ARE

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Parliament Buildings, Toronto
Parliament Buildings, Victoria, B.C.

Fitted throughout with

"Safford"

PATENT, STANDARD

Radiators

THE ONLY RADIATOR in the world made without bolts, packing or rods.

225 SIZES. 20 PATTERNS.

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THE
TORONTO RADIATOR MFG. CO. Limited
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GALVANIZED WIRE NETTING

For Chicken Runs and Fencing Purposes.

Annealed, Baling and Fencing WIRE.

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RICE LEWIS & SON, Limited

Cor. King and Victoria Sts., TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN

Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

A Stove, Not a Lamp.

VICTOR OIL STOVES

One, Two and Three Burners

NO SMOKE
NO SMELL

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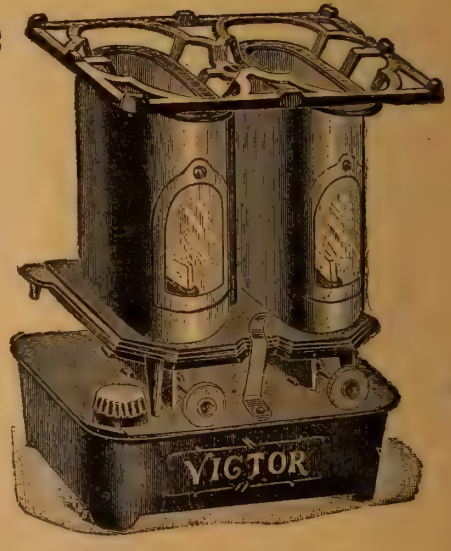

KEMP MANUFACTURING CO.

Toronto

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, APRIL 10, 1897 No. 15

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
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MONTREAL: Board of Trade Building. Telephone 1255.

John Cameron, General Subscription Agent.
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NEW SCALE ON CUT NAILS.

SUBSTANTIAL changes in cut nails are a result of the quarterly meeting of the association at Montreal Monday and Tuesday.

The changes consist of an advance of 10c. per keg on 50d and 60d nails in the province of Ontario, and a complete change, equivalent to an advance, in the classification of the extras over and above these.

In Quebec the basis of 50d and 60d remains, as before, at $2.15. The terms of delivery are the same, viz., f.o.b. Montreal, in Quebec, with delivery of 10-keg lots in Ontario where the rate does not exceed 25c. per 100 lbs.

The new classification on the extras is now arranged as follows:

CUT FENCE NAILS.

20 to 40d	Hot Cut	.....	$0	05	per	100 lbs.
10 " 16d	"	.....	0	10	"	"
8 " 9d	"	.....	0	15	"	"
6 " 7d	"	.....	0	20	"	"
4 " 5d	"	.....	0	45	"	"
3d	"	.....	0	70	"	"
2d	"	.....	1	00	"	"

Cut spikes, 10c. per keg advance.

CASING, BOX, TOBACCO BOX AND FLOORING.

20 to 30d	.....	$0	55	per 100 lbs.
10 " 16d	.....	0	60	" "
8 " 9d	.....	0	65	" "
6 " 7d	.....	0	70	" "
4 " 5d	.....	0	95	" "
3d	.....	1	20	" "

FINISHING NAILS.

3 inches and longer	.....	$0	60	per 100 lbs.
2½ to 2¾ inches	.....	0	65	" "
2 to 2¼ "	.....	0	70	" "
1½ to 1¾ "	.....	0	95	" "
1¼ "	.....	1	20	" "
1 "	.....	1	50	" "

SLATING NAILS.

1½ to 1¾ inches	.....	$0	95	per 100 lbs.
1¼ "	.....	1	20	" "
1 "	.....	1	50	" "

COMMON BARREL NAILS.

1⅛ inch	.....	$1	00	per 100 lbs.
1 "	.....	1	25	" "
⅞ "	.....	1	50	" "
¾ "	.....	2	00	" "

CLINCH NAILS.

3 inches and up	.....	$0	60	per 100 lbs.
2½ to 2¾ inches	.....	0	65	" "
2 to 2¼ "	.....	0	70	" "
1½ to 1¾ "	.....	0	95	" "
1¼ "	.....	1	20	" "
1 "	.....	1	50	" "

Sharp and flat pressed nails remain the same as before.

THE REBATE ON HAY-BALING WIRE.

Purchasers of car lots of hay-baling wire have for about twelve months past enjoyed the benefit of a rebate of 5c. per 100 lbs.

This was allowed to jobbers in the east owing to the competition from American hay-baling wire in the counties south of the line, bordering on New York state.

This rebate was withdrawn by the manufacturers at their meeting a few days ago and in future Quebec province, which is a large consumer of hay-baling wire, will have to buy on the same terms as other customers.

WIRE NAILS REDUCED.

THERE are some radical changes in wire nails as a result of the quarterly meeting of the makers just closed in Montreal.

These changes amount to a practical decline of 10 per cent. in the scale of values to be observed by parties to the wire nail agreement.

It is not the first time that there has been trouble since the fixed scale was first introduced.

Maritime Province makers have generally been the originators of it, but heretofore matters were generally arranged without any radical departure.

This is not the case at present. As a consequence of the competition of two firms of makers outside the agreement, the makers, at their quarterly meeting, declared the province of Quebec an open market.

This practically means that the jobbing houses are no longer under penalties to sell wire nails in that province at a fixed scale of discounts. In other words, when the necessity arises they can act as the occasion demands should it be the case of losing an order through outside competition.

Accordingly, no regular basis is quotable for Quebec, but the general idea seems to be 80, 10 and 2½ off f.o.b. Montreal.

In Ontario the agreement still holds good, but the scale of discounts has been increased from 80 per cent. to 80 and 10 per cent. Delivery is made as before where the rate does not exceed 25c. per 100 lbs.

THE TELEPHONE QUESTION IN TORONTO.

RUMOR has it that the Dominion Government is likely to grant the Bell Telephone Co. the desired power to increase its rates in Toronto by over 66 per cent.

It is to be hoped the rumor has no foundation in fact.

The argument of the company why it should be granted the powers in question is a specious one: It is losing a good round sum annually on its Toronto service.

It might be. But that is open to grave doubt. At any rate, it manages to pay its shareholders a dividend of eight per cent. annually, quite a nice snug little sum in these days of small dividends. And that is not all: it also manages to pay five per cent. on its bonds. Not bad at all for a concern that is losing money at the rate of seventeen dollars per telephone in its Toronto system.

But, supposing it is true that during the last year or two its Toronto service has not been a remunerative one; what has been the chief cause of it? It surely cannot be that the rate per telephone has not proved sufficient. It was good enough on which to base a bid for the franchise a few years ago. And if then, why not now under ordinary circumstances?

If, as the company asserts, the Toronto system has not been remunerative lately, the cause, it is pretty safe to say, was not the rate it charged subscribers. On the contrary, it was because of the damage which the winter storms wrought upon wires and poles upon a couple of occasions during the past year or two. And that was due to imperfect mechanical arrangement as well as to the storms. The conditions of the Canadian winter were well known and they should have been prepared for.

When a vessel, carrying too much sail and not navigated by a cautious captain, is struck by a squall and goes down, the owners do not charge the consignees of the cargo with not paying a sufficient freight rate. No; if the vessel is badly sailed, they blame the navigator, if anybody. And if the craft happens to have been an old hulk that had rightly passed her days of usefulness they say nothing.

If the Bell Telephone system does not pay, it is either from one of two causes: It is either because of bad management or the system has seen its best days. And in neither case can the losses occasioned thereby be chargeable to subscribers. Nor can the cost of the damage by storm. That must come out of the pockets of the shareholders.

But after all, there are a good any whom look upon the movement of the company to acquire power to increase its subscription rate as a game of bluff. Whether or no this is true we cannot say. Possibly it is true.

As everyone knows, an idea obtains that the present rate of $45 for business and $25 for private service telephones is, instead of being too low, too high. That being the case, it is argued that it is quite reasonable that the company should take the steps that it now has in order that it may be in a position to offer, as a compromise, the rates which it now professes to be unremunerative.

Another argument used by those who claim the company is playing a game of bluff is that it hopes to frighten away the companies that are now bidding for the Toronto franchise.

But whatever may be the motive of the company in asking the Government to give it power to increase from $45 to $75 the rate on telephones used by business men, it would be a crying shame to grant it.

There are other companies who are prepared, upon being granted the franchise, to supply a business service at $9 less and a private house service at $5 less than the rates now charged by the Bell people. And furthermore, to pay over to the civic authorities five per cent. of its earnings.

Surely if one company can do this another must, or else pack up its baggage and get out. If its system is being outstripped in the race by more modern systems, the onus is upon its shareholders and not upon the people who use their telephones.

But whether or not the Bell Telephone Co. can work its system lower than it does to-day, one thing is certain: the Bell Telephone system has been worked lower where competition has compelled it to do so. In Michigan City, Ind., for instance, the rate was at one time reduced to less than one-half what it is in Toronto to-day.

In view of the facts above cited it would be a most unjust thing for the Dominion Government to put into the hands of the Bell Telephone Co. the power to wring from business men and other subscribers even one dollar more than they are to-day getting for a service whose imperfections are an abomination.

NO MORE CANADIAN PATTERN NAILS.

NOT the least important of the changes decided upon at the meeting of the manufacturers in Montreal was that in regard to the Canadian pattern cut nail.

The decision was to the effect that the manufacture of this nail shall be discontinued, the output being confined to the American pattern nail.

The object sought is greater uniformity. In the United States, where, of course, the output of cut nails is tremendously larger than in Canada, there is only one pattern nail used. And the manufacturers think that what is not a necessity for the United States market surely cannot be for the Canadian market.

As far as HARDWARE AND METAL can learn, the decision of the manufacturers appears to meet with general approval, although this does not mean that everyone is pleased. In fact, some declare that the manufacturers will not be able to maintain their position, but will eventually be compelled to resume again the making of the Canadian pattern nail.

The most striking difference between the American and the Canadian pattern nail is that the latter is thinner than the former.

In the western part of the Dominion, particularly in the border towns, the American pattern nail is the favorite, while in the east it is the Canadian pattern which is most desired.

It is about twenty or twenty-five years since the manufacture of the American pattern nail began in Canada, and now it promises to monopolize the trade as far as cut nails are concerned.

GOVERNMENT CEMENT CONTRACTS.

The Federal Government has just closed the negotiations in Montreal with three different parties for large supplies of cement.

Bellhouse, Dillon & Co. have secured the contract for 40,000 bbls., a local manufacturer 20,000 bbls., and another importing house 20,000 bbls., making 80,000 bbls. in all.

THREE MONTHS' FAILURES.

IN spite of the cry of hard times it is gratifying to know that, as far as failures are concerned, Canada's position is more satisfactory than it was at the same time a year ago. This is shown by the reports of the quarterly report of the commercial agencies. The figures in the following table give the failures for the three months ending March 31st and are taken from Bradstreet's returns :

	No. Failures.	Assets.	Liabilities.
Ontario	314	$877,487	$1,990,057
Quebec	240	600,091	2,015,648
New Brunswick	26	54,400	116,500
Nova Scotia	58	175,890	371,261
Prince Edward Island	4	15,800	37,602
Manitoba	17	103,095	203,404
Northwest Territories	2	21,700	31,773
British Columbia	12	18,500	53 100
Totals, Canada	683	1,866,963	4 819 345

Compared with the same period in 1896 these figures show a decrease of 12.54 per cent. in the number of failures, of 2.40 per cent. in assets, and of 16.23 per cent. in liabilities.

A comparison of the assets to liabilities do not, however, show scarcely as good results. For instance, in 1896 the proportion of assets to liabilities was 40.76 per cent., while for the first three months of the present year they were but 36.66 per cent., or 4.10 per cent. less.

The returns are, on the whole, however, gratifying, indicating as they do that the condition of the business men of the country is improving in spite of restricted trade consequent upon the anticipated tariff changes.

With the tariff question settled Canada will doubtless experience an appreciable revival in trade.

HAMILTON HARDWARE NOTES.

CARPENTER & RAMSAY have dissolved partnership. Mr. Carpenter, son of the originator of the business, the late Mr. Charles Carpenter, will continue the business at the old stand.

Mr. Richard Bull, late of the Hamilton Hardware Co., is severing his connection with the firm and will go on the road for Hecker & Co, hardware specialties, Montreal.

All the travelers representing the firm of Wood, Vallance & Co. are working vigorously, and business seems exceedingly brisk with them.

The stock of colors in the cellar of Wood, Vallance & Co. was damaged by water, the result of the disastrous fire at Mr. Peter Bertram's. The loss was adjusted by W. F. Findlay, of the Etna Fire Insurance Co.; Mr. W. H. Evans, of the Canada Paint Co., Montreal, and Mr. McCallum, representing the Hartford, Conn.

Mr. T. E. Leather, a well-known hardware traveler and agent for railroad equipment, has moved into imposing offices, in conjunction with Mr. Watson, at the corner of King and James streets.

AGAINST THE I.C.R. EXTENSION.

Halifax merchants are not, it appears, a unit on the extension of the I.C.R. from Levis to Montreal. Opposition to the project has only developed recently, but it is strong nevertheless.

A joint committee of the Board of Trade and City Council, of Halifax, adopted a report favoring the extension of the road, but the Council has not as yet adopted it, on account of the opposition raised, and there is a possibility the Board of Trade will also give it the cold shoulder.

Mr. Dwyer, a former president of the Board of Trade, and a prominent wholesale grocer, is out in print against the scheme, which, he contends, will only help Montreal to compete for the trade of the province.

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THE YOUNG MAN AND HIS MONEY.

"THE love of money is the root of all evil," was said by the Great Teacher. The force of this teaching went against money as a dangerous thing; for it was easy to carry the stress of the teaching over from the love of money to money itself, and so call money the root of all evil. The point in the teaching is against the love of money. Money is, left in its innocence, as harmless in itself as a buttercup, or a diamond. It is only in the bad uses to which men put it that it ever becomes evil. In modern times there has come another saying which men like better—"Money makes the mare go," the meaning of which is, that money is a motive power of great force among men—a dominant power. The two statements are not so different as they seem. They are only different ways of setting forth a fact important for everybody to know, that money is so potent an agency in this world that it has a controlling influence in its affairs. Go into the busy marts of business—into the industries of men along the thoroughfares of exchange and travel, into the offices of the professions, the halls of learning, the churches, the courts, the headquarters of official power, and everywhere it will be seen that money represents and serves all these important agencies. Go among the evil things that annoy and disgrace men—the things that corrupt society, ruin nations and make hard and wretched the ways of humanity—and money is there equally the great agency in promoting the evil of the world. It seems to be true that money moves the world, simply because it is the representative of all values, real or fictitious.

It is apparent at once that money has no moral quality—is neither good nor bad. Neither the money itself nor the love of it is the root of evil only as it is coveted and used for evil purposes. The evil is not in the money but in the one who covets, or uses it. It is an innocent and very convenient agency for the expression of values in aid of exchanges between men.

Money must be called an invention. There is but little intrinsic worth in it. It is nearly useless except for the purposes of raffic; and yet by the invention of men, it has been made one of the most serviceable utilities of our civilization. It is good in itself and is to be sought in just and honorable ways; and sought earnestly and with perseverance. If it has any moral value it is in its use, and not in itself. The same dollar can be used for charity, or cruelty, for religion, or sin. The money that yesterday served an outlaw, may to-day serve a saint. Moral character is not in money but in the one who uses it. A case illustrative of this is in the history of the struggle of the people of the United States for their independence. In that struggle there was one very brilliant and for a while useful young man who served the cause with much efficiency till his name became a tower of strength, and he was promoted to giddy heights of honor; and yet in a brief time thereafter, he blackened that name with deepest disgrace and associated it forever in this country with Judas Iscariot. This was Benedict Arnold, who attempted to sell his country for a price—Arnold, the traitor. He seemed as self-sacrificing, honest and zealous for the cause he had espoused, as the great patriots of the day; had the confidence of Washington, the army and the country; and yet leaped from his high position into the infamy of a traitor. And why did he do it? Because he did not know the value and use of money. He was trusted with important duties with his headquarters in Philadelphia. The glitter of military and fashionable life was about him. Society courted and flattered him. He lived high and fast; and in a short time got into debt—heavily in debt. He could not raise the money to pay, and was looking disgrace in the face. Soon after he was transferred to West Point, near the headquarters of the British in New York. Arnold's debts and their ready money made the temptation too great for him, and he sold himself to them to pay the debts his foolish vanity had contracted. He bargained to sell his command, it was believed, but the plot was discovered in season to save the command, while he fled to the enemy—a perpetual monument of financial incompetency.—Looking Forward for Young Men.

ILLINOIS DEPARTMENT STORE BILL.

THE "business men's bill" which is before the Illinois Legislature is entitled "An Act Relating to the Trade and Commerce of the State of Illinois." In its preamble the bill declares that there is a widespread and general depression in industrial and business circles caused by the maintenance of departmental stores where minors of both sexes are employed, displacing adults, at low and insufficient wages. The department stores, it is charged, by their methods of doing business perpetrate fraud by misleading and deceiving the public; tend to paralyse business of merchants and manufacturers, pauperise labor, cause business and residence property to become vacant, depreciate values, withdraw personal property from taxation, and make the burdens of government heavier on the many for the benefit of the few. To remedy these wrongs and for the purpose of regulating, prohibiting, taxing, licensing, the bill is proposed. It is to be operative in cities of not less than 10,000 population, and it gives a classification, grouping and grading which, its friends say, is the work of experts in the several lines.

Division one gives seventy-four classes of merchandise; division two gives twelve groups, including the classes, and division three presents a graded plan of the classes of goods. Section 2 of the bill provides that after the taking of effect of the Act no store, building or premises shall be used or occupied by any person or unit of management for the sale of goods at wholesale or retail where other goods in a separate class or division or group as specified by the Act are kept for sale. Any premises so used shall be deemed a public nuisance. It is made possible for a store to carry more than one line under what is termed a graded store plan, but a license must be taken out for this each year, and the license fee shall not be less than $25 a year, and the control of these shall be under the same authorities as now in different communities have the dram shop law under their jurisdiction.

Violations of the Act are punishable by a fine of not less than $5 nor more than $200 for each day, and confinement in the county jail for not less than one day nor more than one year. Bond in the sum of $5,000 is required from a violator to reopen his place, conditioned that he will not again violate the law and that he will pay the fines and damages assessed against him. Any shift or device to evade the law is punishable, but nothing in the provision of the Act is to be deemed as affecting manufacturing, warehouses, auctioneers, pawnbrokers or salvage establishments. Proprietors of stores must furnish to the city officials in writing under oath at such times as may be requested statements setting forth the classes of goods kept for sale, and failure to comply shall subject the offender to a fine of $5 for each offence. The bill closes: "Whereas an emergency exists, therefore this Act shall be in force immediately after the passage."

A NEW ABRASIVE.

Silichromite is a new mineral compound manufactured in France. It is an extremely hard, crystallized mass, easy to pulverize, and is used for molding and polishing. The product is obtained by treating natural chrome ore, sand and coal in an electric furnace. Chromate of iron itself is a mixture of chromite, protoxide of iron and aluminate of magnesia. When to this mineral silica and carbon are added, and the mixture is subjected to the heat of the electric furnace, there remains in the furnace a molten mass of crystalline structure, in which the silicate of chrome predominates. It will be seen that silichromite is closely related to carbide of silicon or carborundum.

SCARCITY OF ENGLISH FORGE IRON.

A BRITISH contemporary, The Colliery Guardian, thus gives an account of a somewhat peculiar situation among the English blast furnaces, that is, the blast furnaces have been working so well that there is a scarcity of iron of the lower grades :

"The furnaces in Cleveland using native ironstone have for some months, in spite of the wet weather, been working very well, and producing little of the qualities lower than No. 3, which quality, under ordinary circumstances, affords them the most profit, for it costs just as much generally to make, say, grey forge or white as to produce No. 3, because the furnaces are not specially burdened to make any particular quality. If the furnaces are working well they turn out the higher qualities ; if they work badly there is a preponderance of the commoner kinds, and the cost is the same whether the commoner or the better qualities are made. So great has the scarcity of forge iron been that some of the makers have been offered prices nearly, if not quite, up to those of No. 3, specially to burden their furnaces so as to produce the quality needed, but they have not seen their way to do this, as if once they got their furnaces to produce the lower qualities they might find a difficulty in bringing them back to the better numbers when the special order was completed. When the old form of cast iron pipe stoves was used for heating the blast the ironmasters had their furnaces under better control than they have now, and could more readily produce the qualities most needed, but with the modern stoves and the very high heats that are obtained in connection therewith, it is not so easy to regulate the quality that shall be made, but ordinarily the better numbers are produced, and it is practically a mistake when the lower qualities are turned out, a mistake for which the manager has to answer, seeing that the producing of forge usually means a considerable loss of profit as compared with what it would be if No. 3 were made. Naturally there is a reduction of profit when grey forge sells at 2s. 6d. per ton less than No. 3. Taking into account the scarcity of forge iron and the small difference that at present parts its value and that of No. 3, it will not be surprising to find the same price rule for No. 3, No. 4 foundry, and grey forge Cleveland pig, if the last-named does not even become the highest. There is precedent for that, though such an occurrence has only been reported twice or thrice in the history of the trade. It is singular that what is accounted the commoner iron is realizing more than the really more valuable material. It might be supposed that consumers of pig iron would, under such circumstances, utilize the higher quality, but this they cannot always do, as it would not answer the purposes for which the other is needed. Many years ago forge pig iron continued so long dearer than No, 3 that the ironstone miners proposed that their wages should be regulated by the price of forge rather than by that of No. 3. The situation at present as regards forge iron is unique, for while there is no lack of the best qualities of foundry iron, the supply of the other qualities is considerably below the requirements."

It's the Goods

The advertising helps some, as it will any good article when properly done. **But it's the goods that does the business.**

Advertising will help to start trade, but only the goods will hold it. It would be worse than folly to spend money in advertising a poor article or a poor business—it would be ruination. Only the best goods, or a good store, or well conducted business, can be successfully advertised.

It's the QUALITY of **THE SHERWIN-WILLIAMS PAINTS** that has made them so successful—that has built up the largest paint business in the world. There is a something about each kind of them that "touches the spot" as it were. They do the work they're made for just the way you'd wish it done—every time.

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THE PORT OF ST. JOHN, N.B.

Editor HARDWARE AND METAL : I have recently sent you copies of local papers containing references to the winter shipments from this port. It will be very gratifying to Canadians generally to note the remarkable developments of this traffic and the evidence that a Canadian harbor can compete with the United States ports. I would particularly draw your attention to the fact that while there has been a development of about 50 per cent. in the traffic during the present season over that of the preceding winter, that the local manager of the Canadian Pacific Railway states that the business has only been limited by the amount of ocean tonnage offering ; also that if the steamers had been available the business would have been double that of the present season.

While the undertaking was in an experimental stage our citizens willingly undertook the work, and at an expense of nearly half a million dollars (without any aid from the Dominion Government as to harbor improvements, including elevator, etc.), put their harbor in a position to cater for this traffic. The business has passed through this stage, and they are still continuing to use their utmost efforts to meet the increased developments, but find that the Federal Government of the United States is now an element in the competition. That Government is spending millions of dollars on their Atlantic seaports in order to compete for this traffic. As an illustration, over $800,000 is to be spent on the harbor of Portland alone. Under the circumstances, they feel that as it has become a matter of competition in which the Government of the United States is assisting their ports, that similar assistance should be granted by the general Government of Canada to the Canadian winter port which has proved itself worthy of the name.

As the traffic during the past has been largely from all parts of Canada, as well as the Western States, they feel that it is a matter of national importance.

Trusting that you may give this matter your valuable advocacy,

I remain, yours respectfully,

IRA CORNWALL,
Secretary.

March 30th. 1897.

A SINGLE-RAIL RAILROAD.

M. CAILLETET, a French engineer, has recently, according to an exchange, devised a cheap single-rail road for light traffic which can be easily removed from place to place. The permanent way of this system consists of a single flat-footed rail of very light section, to which are attached at short intervals flat soleplates or sleepers, in each side of which holes are formed for the passage of a pin that can be driven into the ground to hold them in place; the rail joints are made by fish-plates surrounding the base of the rail. The vehicles running upon this rail are of various forms, according to the service for which they are required; they may be flat platform wagons or small omnibuses, ambulances, or box wagons. For the most part they are supported on four wheels, the tires of which are grooved to fit the contour of the rail; these wheels, which run in bearings on the under-frame of the vehicle, may either extend beyond it at each end or be placed beneath the body of the carriage. Obviously such a vehicle, especially when loaded, could not be maintained in equilibrium, and it is in overcoming this difficulty that the invention of M. Cailletet chiefly consists. Projecting from one side of the vehicle are two rods, or a light frame, the former being required when only manual labor is employed, the latter when horse-power is used for propelling the vehicle. Assuming that the carriage could be so accurately loaded that its balance upon the rail would be perfect, it is clear that no effort, except that required for propelling the carriage, would have to be exerted either by men or animals; but although this is practically impossible, the load can nevertheless be so evenly distributed as to call for but a small effort to overcome the tendency to fall in either direction, so that practically the only work that has to be done is that due to overcoming tractive resistances, which are insignificant upon the rail as compared with those upon a road.

AN ANCIENT EGYPTIAN LOCK.

Among recent discoveries in Egypt was that of a lock supposed to have been in use more than 4,000 years ago, by which reckoning it would considerably antedate the Pharaohs of the Exodus, of the days of Moses, and even of Joseph, and would reach back well toward the reign of Cheops and the building of the Great Pyramid. Relative to its construction, The European Trade Mail says that the old Egyptian lock was not made of metal, like those we use nowadays, but of wood, and the key that opened it was wooden, too. On one side of the door, to which it was fastened, there was a staple, and into this staple fitted a wooden bolt that was fixed to the door itself. When this bolt was pushed into the staple as far as it would go, three pins in the upper part of the staple dropped into holes in the bolt and held it in its place, so that it could not be moved back again until the pins were lifted. The key was a straight piece of wood, at the end of which were three pegs the same distance apart as the pins which held the bolt firm. When the key was pushed into the bolt through a hole made to receive it, the pegs came into such a position that they were able to lift the pins that fixed the bolt, and when these were lifted the bolt could be lifted out of the staple.

A PRACTICE IN BICYCLE SELLING.

Hardware dealers who handle bicycles occasionally follow the practice of making concessions to customers who may be in a position to exercise an influence toward the sale of their wheels. This, says Stoves and Hardware Reporter, is following the time-honored theory that one wheel sells another, and the practice may or may not be a good one, according to individual circumstances. If it is correct that one wheel sold makes a second sale, then all the hardware dealers need to do is to make but one sale and then allow the business to take care of itself, on the theory of arithmetical progression, since this doubling-up process would insure a subsequent sale of a million or more wheels before the first twenty-five had been delivered. To prove this, multiply the first wheel by two and these two by two more, and so on until the multiplying process has been repeated 25 times, when it will be found that one wheel sold cannot guarantee the working of the rule.

THE PAINT FOR 1897.

The finger of science points to graphite paint as the paint of the future for the protection of all exposed iron and metal work. Prof. Spennrath, director of the Technical School of Aix-la-Chapelle, lately won the $2,000 prize offered by the Society for the Advancement of the Industrial Arts for the best essay on protective paints. The prize was not won simply by theoretical demonstrations, although the professor furnished scientific reasons also, but by most carefully conducted practical experiments with various pigment and oils, covering several years' time. The results demonstrated that a properly made paint of graphite and boiled linseed oil is the most suitable for protecting structural iron work, roofs, etc., exposed to the destructive agencies of heat, cold, storms, etc. Running parallel with these results are the facts demonstrated by those who have used Dixon's silica graphite paint during the past 30 years.

CASTING COPPER PURE.

The current issue of The Electrical Review contains the announcement of a discovery in the art of casting copper. Copper is ordinarily cast by the use of alloys. It is stated that the new metal, which is known as M. B. copper, is cast pure. Foundrymen have heretofore considered this an impossibility.

It is also stated that the new metal possesses an additional tensile strength of 33⅓ per cent., and that a much higher percentage of elasticity has been developed, and that the new metal has a conductivity of 95 per cent. as compared with the best rolled copper. This will cause distinct changes in the building of dynamos, motors, railways and telegraphic apparatus, because the new copper is believed to carry the same amount of current with one-third the amount of metal. Wire made of it will have greater strength and conductivity than the ordinary copper wire.

Mr. Edison says that he accounts for the evident change in the atomic structure of the metal by the theory that shape of the crystals has been altered so that their lines are parallel, and that the molecules are thus brought closer together and into more intimate contact with each other. It is understood that Mr. Edison is interested in the development of this metal, and that it will be manufactured under his supervision at his Menlo Parks works.

SECOND-HAND CYCLES.

To provide for exchanges of second-hand wheels at a price in part payment of purchases of 1897 models, the cycle dealers in Baltimore, Md., by mutual agreement, have established the following scale of allowance prices. The cycles are divided into four classes; class 1 embracing machines sold for $100 and over; class 2, those sold for $85 to $95; class 3, those sold for $55 to $75, and class 4, those sold at $50 or less. The prices adopted, summarized, are as follows:

Models	'96	'95	'94	'93
Class 1	$55	$35	$25	$15
Class 2	45	25	18	12
Class 3	35	22	15	12
Class 4	25	15	10	

Older machines in any class at $5 less than is above provided for.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

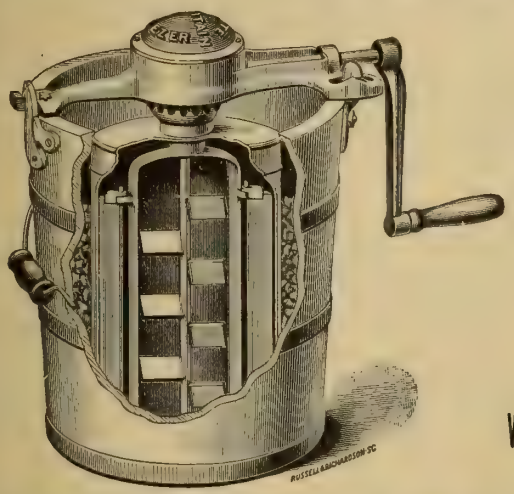
37 West Front Street., TORONTO.

BINDER TWINE—5-lb. balls—Samson and Lion Brands are the best.

Ice Cream Freezers

WHITE MOUNTAIN TRIPLE ACTION

BEST IN THE WORLD.



SEASON 1897

WRITE for our PRICES

Sizes 1, 2, 3, 4, 6, 8, 10, 12, 15, 20, 25 Quarts.

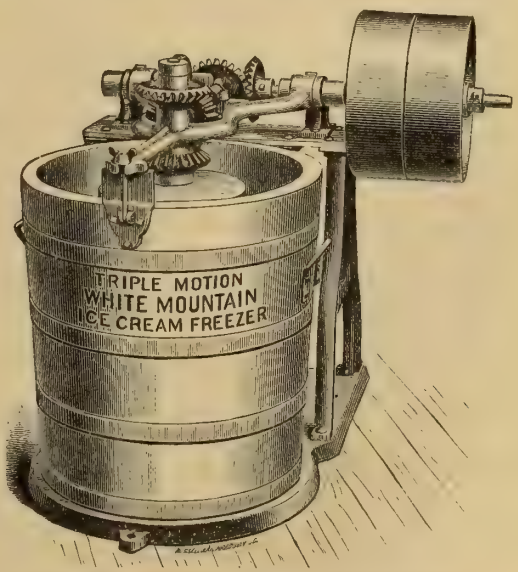
WITH FLY WHEEL. 15, 20, 25 Quarts.

GALVANIZED PLATFORM. 15, 20, 25 Quarts.

Special Close Prices

FOR . . .

PROMPT ORDERS



SAMSON POWER. 25 and 40 Quarts.

BINDER TWINE—5-lb. balls—Samson and Lion Brands are the best.

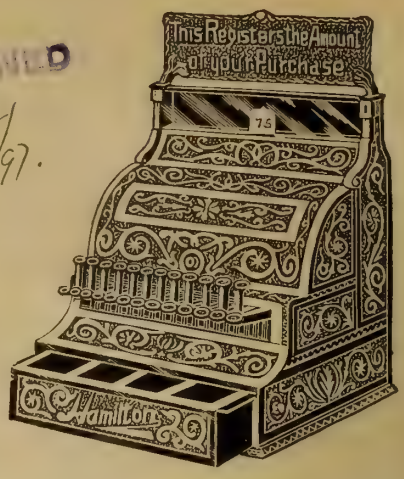
H. S. HOWLAND, SONS & CO.

...GRAHAM Cut and Wire Nails are the Best. Write for prices...

RETURNED
July 6/97

DO NOT BE DECEIVED

RETURNED
July 20/97.



By the misleading advertisements of the National Cash Register Co., of Dayton, Ohio, as they have no patent in Canada, and any person has a right to manufacture and sell the National Cash Register in Canada.

The HAMILTON BRASS MFG. CO., LTD., manufacture all kinds of Cash Registers as manufactured by the National Cash Register Co., and will guarantee protection to every purchaser and user of the Hamilton Cash Register.

When the National Cash Register Co.'s Agent is quoting prices to you, get a description in writing and the number of the Register he is quoting you prices on, then send the number of the Register with the description to the Hamilton Brass Mfg. Co., and they will supply you with the same Register in every respect, from $10 to $100 less than the price quoted you by the National Cash Register Co.'s Agent.

The following are a few of the facts why the Hamilton Brass Mfg. Co. can manufacture and sell the National Cash Register as made in Hamilton, Ont., and called the "HAMILTON" at a lower price than the National Cash Register Co.:

1st. There is no patent in Canada.

2nd. No royalty to pay.

3rd. No duty to pay.

4th. No office rents at Toronto, Montreal, and other places to pay.

5th. No high salaries to President, Vice-Pres. and Sec.-Treas. to pay.

6th. We are satisfied with a fair profit.

7th. We guarantee the very best material and workmanship.

8th. We are taking out every few days total-adding National Cash Registers and replacing them with the HAMILTON Cash Registers.

9th. We have only been manufacturing Cash Registers about one year, and have made and sold over 300 in that time.

10th. We are Canadian manufacturers, with Canadian capital and Canadian labor.

11th. The money paid for a HAMILTON Cash Register remains in Canada, and the Canadian merchants get the benefit of it.

12th. If you pay your money for a National Cash Register made in the United States, the money paid for it is sent to the United States, and the Canadians do not get one cent of it.

13th. The National Cash Register Co. guarantee their Registers for two years only, while the Hamilton Brass Mfg. Co., Ltd., guarantee theirs for five years.

The following is a description of the National Cash Register Co.'s number 13 and 14, and is a copy of their printed description of same.

No. 13. 20 Keys of any denomination desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Case same size as No. 2. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 1½.

No. 14. 25 Keys of any denominations desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 2.

JAMES ST. N.
HAMILTON
ONT.

Hamilton Cash Register Co.
Hamilton Brass Mfg. Co. Ltd.

Established 1860. Incorporated 1895.

ENAMELLED WARE

"CRESCENT," "ROYAL" and WHITE.

Practice makes perfect. The goods we are turning out in this line are all right. Every piece of any of the above brands guaranteed not to chip or burn. If you have not already had some of our "Royal" ware, send for samples. It is the prettiest line of goods ever offered in Canada. . . . .

The Thos. Davidson Mfg. Co. Ltd. - - - Montreal

DOUGHERTY FOUNDRY PROCESS.

SOME Hamilton capitalists have what they regard as a better thing than a gold mine in their possession, and judging by what they have already accomplished it certainly looks like a sure winner. It is a patent for manufacturing foundry iron into castings, and the company which controls it is a Hamilton concern, known as the Dougherty Process Co.

The inventor of the process is Thos. Dougherty, a foundryman of Sarnia, and the others interested in it are Hamilton men. It is said the article manufactured by the Dougherty process is practically a low grade of steel, and it has a much greater tensile strength than any other foundry iron. By the Dougherty process it is claimed that the cost of manufacture is considerably less than the present cost, and it will revolutionize the foundry business in this particular.

For the past four months Thomas Dougherty, P. D. Crerar and Miles A. Hunting have been in England negotiating for the sale of the English patent, and they have succeeded. They have sold the right to an English company at the good round sum of £100,000, this to include all of Europe.

The Canadian patent is retained, and the local capitalists in the company are feeling fairly happy over the leadpipe cinch they each have on a fortune. The United States patent is controlled by an American company.

The Dougherty Process Co., which has already made such a big strike, will sell to foundrymen in the Dominion the right to use the process or patent. The company is comprised as follows: Thomas Dougherty, president; W. D. Long, vice-president; C. E. Newberry, secretary-treasurer; G. H. Bisby, Miles A. Hunting, Adam Zimmerman, P. D. Crerar and P. M. Bankier, directors.—Herald.

CANADIAN HORSES IN JAPAN.

Recent information through the State Department calls attention to the fact that Japan maintains a force of about 20,000 cavalry, for which purpose native horses are useless on account of their small size. An attempt has been made to improve the stock by the importation of high class stallions, but it proved a failure.

Australian horse breeders have made a bid for this market, but their horses and prices are both too large. It is suggested that the best horse extant for the use of the Japanese cavalry could be selected from the herds that thrive so well on the plains of Western Canada. What the Japanese want is a light, medium sized animal, not over gentle, and tough as a rawhide.

MR. HOWSE'S EASTERN TRIP.

A. E. Howse, one of Nicola, B.C.'s, enterprising merchants, is making a few months' trip to Ontario, where he will rejoin his wife and family, who have been residing in Hamilton visiting friends during the winter. Mr. Howse expects to return to British Columbia about the first of May, when he will take back his family, except Master Fred, who will take a course in Trinity College, Port Hope, and finally graduate as a mining engineer. Mr. J. H. Duncan, who has been in Hamilton and other eastern points for two months visiting relatives, has returned to Nicola. Mr. Duncan looks as though his trip agreed with him. He will resume his former position as manager of Mr. Howse's mercantile establishment, and has been given full power to transact all business in connection with the firm during Mr. Howse's absence.

ORDERS FROM ENGLAND.

The Capital Cash Register Co., Ottawa, are advertising in two papers only, The Canadian Grocer and HARDWARE AND METAL. They have had enquiries from the extreme west of Canada as well as from the Maritime Provinces, but they now have one from a strong firm in Wolverhampton, England, who say they saw the advertisement in HARDWARE AND METAL. This paper now has several hundred readers in Great Britain.

BLUE ROCKS BLUE ROCKS BLUE ROCKS

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

WHOLESALE ROBBERY BY EMPLOYES.

WHAT is alleged to have been a most extensive system of robbery by employes was unearthed last week in a large business house in a certain Canadian city.

The head of one of the departments, it seems, was suspected of dishonesty, A search-warrant was placed in the hands of a detective, who, accompanied by the police patrol wagon, visited the house of the suspect. As a result of the visit more than a wagon load of stolen goods was collected and the suspected employe was arrested. Among the goods were articles from several departments besides those immediately in the charge of the suspected man.

After the arrest the prisoner was bailed out and escorted to the business house of his employers. It is said that he was there told that if he would divulge the names of those who were in collusion with him the firm would not prosecute him. He agreed to this, and gave the names of about thirty employes, five of whom were heads of departments. And as there were the goods from these departments to corroborate the charges, each one was promptly dismissed from the firm's service.

This reveals a deplorable state of affairs. All those charged with dishonesty may not have been guilty, but it is evident that a good many of the employes must have been in collusion with each other.

Such wholesale pilfering as this weakens one's faith in humanity. And it must necessarily loosen the confidence of employers in employes.

It is unfortunate that such should be, but such naturally must be the outcome of exposures like that just cited. For what goes on in one establishment it is quite possible goes on in another.

Employers may often be partly to blame for dishonesty in their employes, in that they do not give them sufficient remuneration to maintain that respectability which their position demands.

But the fault of an employer is no excuse for the dishonesty of an employe.

No matter how adverse a young man's or a young woman's circumstances may be, honesty is always the best policy.

A young man makes the mistake of his life when he imagines that even in temporal matters he can build himself up by filling his pockets at the expense of his employers.

It is to be hoped that the circumstances cited will be a lesson well heeded by those who may be predisposed to dishonesty. It is with this object in view that HARDWARE AND METAL gives the case publicity.

ONTARIO DEPARTMENT STORE BILL.

Middleton's department store bill, introduced in the Ontario Legislature, has been withdrawn.

This bill, it will be remembered, provided that cities with a population of 30,000 and over might impose, on a two-thirds vote of the members of the council, a special tax on any department store carrying on more than three distinct classes of business.

The bill in question came up for its second reading on Monday, and while in the debate which followed the consensus of opinion was to the effect that the department store was an evil, it was felt that it was too late in the session to give the measure proper consideration, and so it was withdrawn with the understanding that it would be again introduced at the next session of the Legislature.

CONTRACTS AWARDED.

The Montreal Harbor Commissioners have awarded the following contracts for timber, general stores, etc.: Timber, Messrs. Shearer, Brown & Co.; planks, Messrs. James Shearer & Co.; ordinary bar iron, of Canadian make, pressed spikes, Messrs. Peck, Benny & Co.; imported iron, cut nails, white lead, oil, manilla rope, Messrs. Louis Brothers & Co.; machinery steel, colored waste, Messrs. J. W. Pyke & Co.; wharf spikes, Montreal Rolling Mills Co.; nuts, washers and carriage bolts, Messrs. Caverhill, Learmont & Co.; pine pitch and tallow, Messrs. James Wilson & Co.; castor oil, boiled linseed oil and sal soda, Messrs. H. Dobell & Co.; turpentine, Messrs. C. C. Cleggett & Co.; concentrated lye, Messrs. Ross Brothers & Co.; castings, Mr. P. Amesse and Messrs. Carrier, Laine & Co.; white waste, Sclater Asbestos Manufacturing Co.; oakum, navy, Messrs. W. Sclater & Co., Ltd.; oakum, new hemp, Messrs. A. Macpherson & Co. The tenders for steam coal and coal oil were left over until next meeting.

NEW COMPANIES.

The Canada Powder Co. of British Columbia, Rossland, has been incorporated.

The Anchor Wire Fence Co. of Canada, Ltd., Stratford, has obtained a charter of incorporation.

The Dowswell Manufacturing Co., Ltd., Hamilton, have obtained a charter of incorporation.

The Delaware & Mount Brydges Oil & Gas Co., Ltd., have obtained a charter.

The Cooper Machine Co. of Toronto, Ltd., have obtained a charter.

NEW PAINT FIRM.

HARDWARE AND METAL has been given to understand that a new paint, oil and varnish firm is shortly to be organized in Toronto. It is likely to be a joint-stock affair, and the company proposes to make a specialty of high-class imported goods.

"I believe," said HARDWARE AND METAL'S informant, "that a good trade can be worked up in high-class goods. They are getting tired of cheap, inferior goods."

The promoters of the company have secured premises on the north side of King street, between Bay and York streets, and operations will begin in a couple of weeks.

CAST IRON DRESSING TOOLS.

It is claimed that cast iron may be used for dressing or finishing wrought iron, cast iron or brass. It is said, remarks a Chicago paper, that an eastern shop is using cast iron lathes for this purpose. It is a fact, however, that cast iron can, to a certain extent, be tempered by chilling. Being thus made harder, it bears the same relation to cast iron, which is comparatively soft, that one grade of steel does to another. It has been found that tools cast of a chilling mixture, with that part of the tool which performs the work chilled, will work better than the same tools made of steel, at least the shop making a practice of employing them finds that the workmen prefer them, which in itself is a recommendation that would not be given without being backed up with reason. As many of our foundries are operated in connection with machine shops, it would take but a small outlay to test the claims of the efficiency of cast iron for this purpose.

CANARY SEED OUTLOOK.

Canary seed is likely to be a paying crop for the next few years. It appears that for various reasons the farmers of the Argentine, Holland, England, Morocco, and Spain have, to a large extent, given up its cultivation, and it may not be inadvisable therefore for British and other farmers again to take up its cultivation, in spite of the low prices now ruling, and continue to grow it simply because a number of foreign countries have abandoned it. It is probable that values will soon advance from the 27s. and 36s. per quarter of 464 lbs. now prevailing towards the lucrative rates of 46s. and 80s. in 1892. At present the visible supply in Turkey itself is most insignificant, and practically the whole of the world's supply is in the hands of either direct consumers or of the general trade throughout the world.—British Trade Journal.

Jellstone EVER-READY Kalsomine

BY ADDING COLD WATER AS REQUIRED.
Painters everywhere using it. Takes the place of whiting and glue preparations.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West - - TORONTO.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

How About : : : : :

BICYCLES ?

Phoenix - - $100 list
Erie - - 75 "

We have added the Erie to our line and will be pleased to quote prices and terms. Write for Catalogues.

MYERS BICYCLE STANDS ARE THE BEST.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

HARDWARE PACKAGES.

THERE was a time, and not so very long ago either, when articles of hardware were packed in a very awkward manner. Paper was very generally used, and when this was broken or torn it ceased to answer its purpose as a covering, and it very frequently happened that the distinguishing marks on the paper were destroyed in taking out the goods, and their identity was lost unless a record of each package had been preserved on the books or invoices.

Every one remembers that saws were packed in paper, with four to a bundle, and the necessary marking was on a label pasted on the outside. This was a decidedly awkward and cumbersome arrangement, often leading to error and sometimes to accidents. Braces were given the same treatment, and also were wrapped in paper bundles or often shipped loose, even when they were of a high or expensive quality, and might receive an injury in transportation or handling, as often occurred, not to speak of occasional losses through peculation or otherwise.

This has all been changed with the development of the industry in other respects. Saws are packed in boxes, with their distinguishing marks and the number of teeth to the inch etched on the metal, not printed on destructible paper. Braces are also packed in boxes, thus saving a possible loss or injury and insuring a certainty of convenience in handling, beside imparting to their display a degree of attractiveness that was not possible under the former arrangement. Other goods are given the same intelligent treatment and it is apparent that a radical change has been made for the better throughout almost the entire hardware line.

Still another feature that meets with the approval of the retail trades and their customers is that in favor of smaller packages. Locks, for instance, especially those of higher grades, are packed singly, while the same rule applies to nearly all other forms of builders' hardware. Harrow teeth, pump chains and other such goods are shipped in packages of lesser weight than was formerly the case, and the change in this respect alone has been of decided advantage to the trade in the sense that it provides a readier means for shipping and, what is sometimes of considerable importance, enables the retailer to buy in smaller quantities than would otherwise be possible.

The necessity for this transformation in the system of packing is apparent. A hardware store must be made to assume a sort of made-to-order appearance in order to make it successful, but this could not be done under the former methods. The dealer who is offered two makes of locks of the same quality, one wrapped in paper and the other packed in a box, will take the box goods every time unless a considerable concession is made in favor of the paper. But this cannot be done without a sacrifice being made by the manufacturer or jobber, as the difference in cost between box and paper is so small that it practically cuts no figure whatever in the sale of an ordinary sized bill.

It is thus readily seen that the betterment in methods of packing has not been made at the expense of the retailer and user. In fact, it has added materially to the selling value of the goods and has enlarged their sale without imposing any increased cost on the retailer and very little on the makers, while the latter have received their full proportion of the profit resulting from the change. For this reason they may not be averse to making certain additional changes in packages when their attention has been called to it and the advantages pointed out.

Reference is made to a lacking uniformity in the packages for some goods. As an illustration, paint brushes are usually put up in packages of varying widths, according to the size of the goods. They are neat in appearance, but their varying widths prevent a convenient arrangement on the shelves and also preclude the idea so dear to the mind of the modern hardwareman, of making a fetching and profit-bearing display. Several lines of other shelf hardware are packed in the same rather awkward manner, and, as one retail dealer in St. Louis says in effect, in such a way that their sales are interfered with and detract a great deal from the otherwise pleasing arrangement of goods.

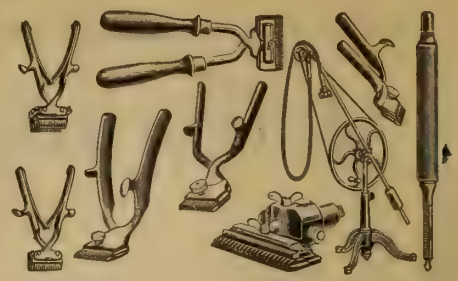
Hardware manufacturers have done so much in improving the quality of their goods in recent years, and have also added so greatly to their selling power in other respects, that the suggestion to make their packages as nearly uniform in size as possible will undoubtedly meet with a favorable response.—Stoves and Hardware Reporter.

PERSONAL MENTION.

Mr. J. F. Stewart, of the James Stewart Manufacturing Co., Woodstock, was in Toronto on Monday en route to Montreal.

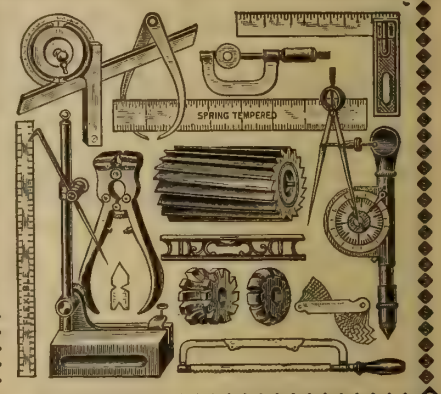
Mr. Edward T. Dean, bookkeeper with Stewart & Wood, Toronto, has been laid up during the past two weeks with an attack of la grippe.

Mr. P. Howland returned to Toronto on Wednesday from Montreal, where he represented the Graham Nail Works at the meeting of the Cut and Wire Nail Associations.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO, Worcester, Mass.** Catalogue on application.

STARRETT'S



FINE TOOLS

98 Page Catalogue Free.

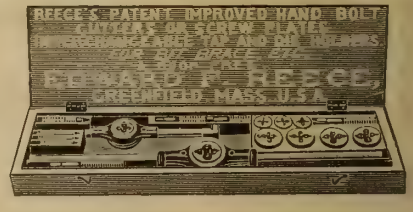
THE L. S. STARRETT CO. Box 5

ATHOL, MASS., U.S.A.

COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



PERSONS addressing American advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

PATENTS PROMPTLY SECURED

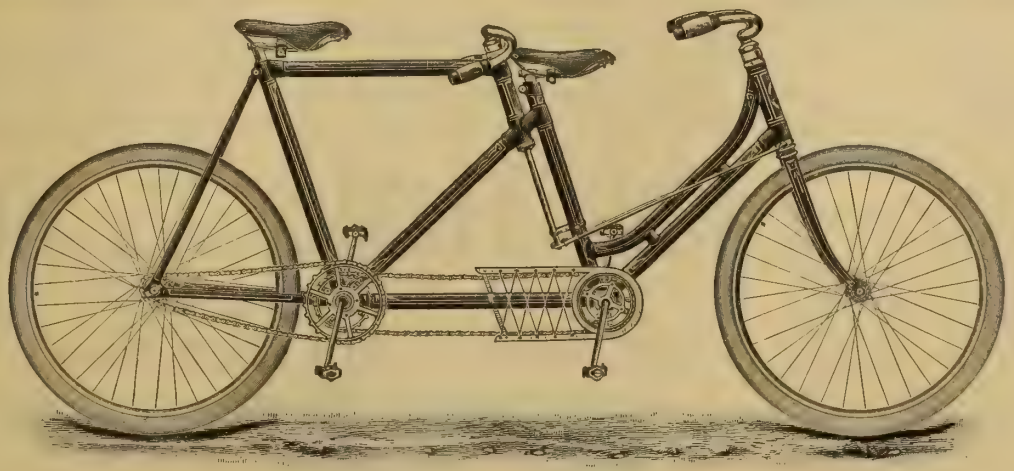
Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate. *MARION & MARION, EXPERTS,* Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively *Mention this paper.*

The Special Spring Trade Number.

Have you sent in copy for your special advertisement yet? Good positions are being rapidly taken, and a number of attractive pages in black and colors are already made up. Here is a chance which only occurs once a year. Your announcement in this number places you before every one handling your goods in Canada.

HARDWARE AND METAL

MONTREAL
TORONTO



CAVALIER PELHAMS

Singles and Tandems. In all Sizes.

SEARCH-LIGHT LAMPS. STANDARD CYCLOMETERS.

Caverhill, Learmont & Co. Sole Agents for Canada **Montreal**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 9, 1897.

HARDWARE.

THE main feature since last report has been the quarterly meeting of makers and the changes resulting from it in wire and cut nails. These are dealt with elsewhere. On the whole, apart from this, the feeling this week has been more cheerful, as attested by the better enquiry noted for many staple lines of shelf hardware. Collections are reported good, and the outlook for business more hopeful than it has been for some time past.

BARBED WIRE—There has been some demand for barbed wire this week. We quote: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f. o. b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

ORDINARY FENCE WIRE—Business has been rather better this week. There is no change in discounts, which are 25 per cent. off the list 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—Has ruled much the same. No change resulted at the quarterly meeting, discounts being 25 per cent. f.o.b. Montreal.

WIRE NAILS—The changes in these are referred to elsewhere. Discounts in Ontario are: 80 and 10 per cent., with delivery as before, while Quebec province has been declared an open market.

CUT NAILS—The basis in cut nails has been advanced 10c. per keg for Ontario to $2.25, with delivery as before, while in Quebec it remains at $2.15 f.o.b. Montreal. The alteration in the classification of the extras are given in full elsewhere.

HORSE NAILS—Have been quiet and discounts are unaltered at 50 per cent.

HORSESHOES—Business remains dull. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS—Business has been fairly good. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Trade is fair at 10 to 12½ per cent.

BOLTS—Carriage and tire bolts are asked for to a fair extent. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS—Business fair. Discounts are as follows: Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—Trade remaing fairly good for cordage. We quote: Sisal, 6½ to 7c. for 7-16 and upwards, and manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

CHURNS AND WRINGERS—There has been little change in wringers, but more enquiry is noted for churns.

SPADES AND SHOVELS—In good enquiry, but orders are for small quantities.

TOOLS—Farmers' implements are commencing to move out, and carpenters' and other tools also receive attention.

AXES—There is no change in axes, which we quote at $5 to $9.

BUILDING PAPER—There has been a moderate enquiry in this line. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—Continues much the same.

WARE—The movement in tin and other ware is fairly well maintained.

HINGES—Demand is good at $2.50 to $3.60, according to size.

CUTLERY—Is enquired for in a small way.

SPORTING GOODS—Business is commencing to move in anglers' outfitting, while guns and ammunition receive attention.

CEMENT—Aside from the Government contracts, which are referred to elsewhere, the deal in cement this week has been a small one. We quote: Belgian, $1.95, and English, $2.05 to $2.10.

FIREBRICKS—Continue quiet, at $17.50 to $22.50.

METALS.

Large jobbers report an improvement in the iron, steel, and metal trade during the past week. Stocks everywhere are exceedingly low and large specifications of material are difficult to execute from store. Some tariff changes in the nature of reduction of the duties are anticipated. Consequently dealers prefer to order from hand to mouth,

Blue Flame Oil Cooking Stoves

2 AND 3 BURNERS

POWERFUL HEAT AT SMALL COST

Steel frames and top that cannot break. Burners made of brass, with simple and effective wicking device.

Patent wick regulator, which prevents wick being turned too high or too low.

Large oil tank at back connected to burner with small tube, preventing oil becoming heated.

No perforated plates or braces to retain char or soakage from burner; **preventing odor.**

One burner boils one quart of water in 4 minutes.

ORDER A SAMPLE STOVE

. . One sold will quickly sell others . .

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

1897 IMPROVED 1897

STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.

Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
HAMILTON, ONT.
Eastern Depot, 422 St. Paul St., MONTREAL

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

·FIREBRICKS·

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.
30 Wellington street, MONTREAL

BRILLIANT
FRENCH
PLATE GLASS

THE BEST AND PRICES THE LOWEST
AT THE
Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO, MONTREAL, LONDON, OTTAWA

SUMMER
Sporting Goods

FISHING TACKLE, LACROSSES, FOOTBALLS, BASE BAGS, PUNCHING BALLS, TENNIS, BOXING GLOVES, Etc. Our TACKLE stock is the finest in the Province, and we pay special attention to Mail Orders. Send for Catalogue B.

The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

and makers are pursuing a similar policy. These is, however, a distinctly better feeling which may be attributed to some extent to the early spring weather.

PIG IRON — Continues quiet and steady. We quote : Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No.2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50 ; Summerlee, $20 ; Carron, $20; Ayrsome, No. 1, $19 ; Eglinton $18, and Carnbro', $18.

BAR IRON—Business is confined to small lots and prices are unchanged at $1.45 to $1.50.

BAND IRON—There is a fair enquiry for band iron at $1.75.

HOOP IRON—Continues in the same lines as the above at $2.25.

SHEET STEEL—Values for the staple gauges range from $2.60 to $2.70.

SHEET IRON—Orders for forward delivery are experienced, but for small lots. The basis is $2.50.

GALVANIZED IRON—There is little improvement to note in galvanized iron, which we quote at $4.50 to $5.50.

TINNED IRON—The basis is unchanged at $5.50 up to 20 gauge, with business light.

LEAD PIPE—Dull at 7 to 7½c., with 30 and 5 off.

PIG LEAD—Steady, as noted last week, with enquiry moderate at $3.25 to $3.50.

INGOT COPPER—Dull at 12 to 13c.

INGOT TIN—Strongly held at 16 to 16½c. under light supplies.

SHEET COPPER—Ranges from 17½ to 18c. with little doing.

IRON PIPE—Small lots are asked for. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5 ; 1½ to 2 inch, 70 and 10 ; and 2½ inch, 70 and 10 ; galvanized pipe, 50 per cent.

CANADA PLATE—Very little demand, but prices are held steady at $2.60 to $2.65.

TERNE PLATE—Firm and unchanged at $6.25.

TIN PLATE—Stocks are small here, but import orders continue light. Prices are steady : Coke, I.C., $3.25 to $3.45 ; charcoal, I.C., Alloway, $3.45 ; do, I.X., $3.90 to $4.00 ; P. D. Crown, I.C., $3.80 ; do. I.X,, $4.50.

COIL CHAIN—Quiet and unchanged.

BOILER PLATE—Demand moderate and prices steady at $1.90 to $2.

SOLDER—There is no change in solder from 10½ to 11c.

SHEET ZINC—Quiet at $5 to $5.25.

SPELTER—Ranges from $4.50 to $4.70, with little doing.

ANTIMONY—Featureless at 10c.

SCRAP IRON—No large dealing is noted in scrap iron and prices are not quotable.

GLASS.

There has been a fair enquiry for glass, which continues unchanged. We quote :

BABBIT

Small or Large Quantities
Every Quality
HARRIS
Headquarters for Mixed Metals

W. G. HARRIS
25-31 William St. - Toronto
TELEPHONE 1729

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

GALOPS CANAL

NOTICE TO CONTRACTORS.

SEALED TENDERS ADDRESSED TO THE UNdersigned, and endorsed "Tender for the Cardinal Section of the Galops Canal," will be received at this office until 16 o'clock on Saturday the 17th day of April, 1897, for the works connected with the enlargement of the Galops Canal.

Plans and specifications of the work can be seen on and after the 31st day of March, 1897, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's office at Cornwall. Printed forms of tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of $150,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender.

Contractors are specially notified that the condition requiring the works to be wholly completed by the 31st day of January, A.D. 1899, will be rigidly enforced and all penalties for delay exacted.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 20th March, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

(15)

First break, $1.35 to $1.40; second, $1.50 to $1.55 per 50 feet; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

The various manufacturers report business active in all lines. Orders are numerous but not so heavy as is customary at this season, yet one of the oldest makers says he has had a larger business in ready mixed paints than he has ever done. White lead is in active request, and stocks in makers' hands for April are believed to be light. Prices in this line are very firm, and some makers speak of a possible advance next month if the present high price of dry white is maintained by the corroders. Two of our local makers claim increasing interest in export business, and some good orders are in hands.

WHITE LEAD—We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—We quote: 4c. in casks, and 4½c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—As before.

PUTTY—Steady at $1.75 in bulk and $1.90 in bladder.

GUM SHELLAC—Unchanged, at 27c. for pale orange.

PARIS GREEN—In active demand and prices very firm. We quote: In barrels, 13½c.; drums, 14c., and in pound packets, 15c.

LINSEED OIL—Cable advices show an important improvement in value, and the feeling now is that the bottom has been touched. On spot stocks are light and values are unchanged. Raw, 44c.; boiled, 47c. per gallon; 5-barrel lots 1c. per gallon less.

TURPENTINE—Without alteration: 44c. in single barrels and 43c. for 5-barrel lots.

VARNISHES—Continue as noted.

SEAL OIL—Quiet at 48 to 50c.

NAVAL STORES — Steady. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is no change in heavy chemicals. We quote: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 60 to 70c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50; glycerine, per lb., 22 to 25c.

PETROLEUM.

The market is unsettled, owing to the belief that there will be a change in the duties. We quote: Canadian refined, in carload lots, 15½c. per gallon; smaller quantities, 16½c.; American prime white, in car lots, 18c.; water white, 19½c., and astral, 21½c., less 2 per cent. In small lots prime white is quoted at 19c.; water white, 20½c.; astral, 22½c.

HIDES.

An advance of 1c. has taken place in the price of calfskins, dealers now paying 10c. for No. 1, and 8c. for No. 2.

ONTARIO MARKETS.

TORONTO, April 9, 1897.

HARDWARF.

THE features of the trade are the changes which have been made in cut and wire nails, reference to which is made in our editorial columns. Business in general shelf hardware does not appear to be hardly as good as it was a week ago. In spring supplies, such as spades and shovels, harvest, draining and garden tools, increased activity is to be noted. A strong demand has developed for plough lines and plough-line rope. Heavy hardware generally is in much about the same condition as a week ago. Sporting goods are featureless. Pocket cutlery, including "Jubilee" pen-knives, is receiving some attention.

BARB WIRE — The improvement noted last week has been maintained, shipments being numerous. We quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE — Business still improves. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—Trade can only be said to be steady. We quote: Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS — Prices, as noted in our editorial columns, have been reduced, the discount now being 80 and 10 per cent. in Ontario, while in Quebec the market has been declared an open one. Shipments during the past week have been numerous, and, with few exceptions, have been for 10-keg lots.

CUT NAILS—The base price on these has been advanced to $2.25, a gain of 10c. per keg, while the list has been revised and the Canadian pattern nail discarded. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Quite an improvement is shown in the demand this week, a number of orders having been received for those put up in small packages. Discount, 50 per cent.

HORSESHOES—Trade continues quiet. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—There is still a fair trade doing. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Trade is fair. Discounts, 10 to 12½ per cent.

BOLTS—Trade continues good in general lines. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS — Business is moderate. Discount, 17½ per cent.

RIVETS AND BURRS — Trade is still fair. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—While business is a little better than it has been for some weeks, it is still far from being brisk. We quote: Sisal, 7-16 in. and larger, 6⅜c.; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—The slight improvement noted

last week has been maintained. Prices are unchanged. Discounts: 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Trade is improving, although but slowly. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—The position of the jobbers is much about the same. The demand for the cheaper lines still exceeds the supply. The difficulty will, however, be overcome in the course of a few days. Discount, 45 per cent.

HARVEST TOOLS — Orders are coming in freely for general lines. Discounts, 60 and 10 per cent.

BUILDING PAPER—The demand is only steady. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—The improvement noted a week ago appears to have been maintained. We quote: Standard, 45, 10, 10 and 10 per cent; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—No large orders are coming forward for tinware. The demand for graniteware is only moderate, orders having fallen off during the week.

HINGES—Trade is still active. We quote: Screw hook and hinge, 6 to 10 inch, $3.50 to $3.60 per 100 lbs.; 12 inch up, $2.50 to $2.60 per 100 lbs. Discount on T and strap hinges, 70 per cent.

PLUMBERS' SUPPLIES — Earthenware, closets and pipe fittings, both iron and brass, are in fairly good demand.

CUTLERY—There is a fairly good sorting-up demand, especially for pocket knives. The "Jubilee" pocket knives appear to be taking well.

SCREEN DOORS AND WINDOWS—Orders are only small, but it is, at any rate, rather early in the season for this class of goods, besides which a good many orders booked during the winter are now being forwarded.

POULTRY NETTING—Enquiries are coming in freely for prices, while a number of shipments have been made. Discount, 67½ per cent.

GARDEN HOSE — It is rather early for shipments to be made, but orders are being booked for later delivery. We quote: Standard brands, 70 to 70 and 5 per cent.; cotton, 65 and 5 to 70 per cent.; "Competition," 70 and 5 per cent.

CEMENT—Business continues to improve. We quote in car lots: Canadian Portland, $2.50; English do., $2.75; Belgian do., $2.50; Canadian hydraulic cements, $1.10.

METALS.

Business in metals is getting a little more active, particularly in galvanized iron.

PIG IRON—A few carloads have arrived on the Toronto market during the past few days, but they all appear to be on contracts made some time ago.

BAR IRON—The market is dull. Ruling base price, f.o.b. factory, is $1.45, and from stock $1.55 to $1.60.

HOOP AND BAND IRON — The slight improvement noted a week ago appears to have been maintained. We quote $2.25.

SHEET STEEL—Trade shows slight improvement. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON — A good demand is also shown in this line, especially for gauges from 22 to 28. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—The demand is increasing. Orders for import are coming in freely, both for American and English iron. Shipments from stock are also better than they have been. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON—Stocks are light. Shipments are arriving in some gauges, but stocks in the large sizes are much reduced. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Business is moderate only. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Quiet. Discounts, 60 and 5 per cent.

PIG LEAD—Still quiet. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT COPPER—Still quiet. We quote large lots at 12⅝c. and small lots at 12⅞c.

INGOT TIN—Business has been active, both for Lamb and Flag and Straits. Prices quoted are steady. We quote: 16¼ to 16½c.

SHEATHING COPPER.—Trade does not yet show any material improvement. Prices are firm. We quote: Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE—A number of orders are being received, but they are only for small lots. We quote: ¼-inch, 60 and 10 to 65 per cent.; ⅜ to ½-inch, 67½ per cent.; ¾ to 1-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½-inch, 50 per cent.; ¾ to 2-inch, 50 and 5 to 50 and 10 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Business is moderate. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Shipments from stock are few, but orders for import are being booked freely. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—Trade remains about the same as last week, the demand being principally for charcoal. We quote: Cokes, $3.15 for 14 x 20; do. squares, $3.25 to $3.50; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN—Enquiries for prices are coming in regularly and shipments are better than for some time. We quote: ¼ in. 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

SHEET ZINC — There has been quite a demand for sheet zinc during the past week. Stocks are light, especially in the standard weight. We quote: Cask lots, 5¼c.; small lots, 5½c.

TERNE PLATES—Quite a number of orders for small lots have been received during the past week. We quote: I C, $6; I X, $8.

ZINC SPELTER—Prices remain firm, with business moderate. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Business cantinues good. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

There is no improvement in the glass trade, business still being light. We quote window glass from stock: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

OLD MATERIAL

Business is still quiet, but there are indications of an improvement. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper,

7¾c. per lb.; bottoms, 7½c. ; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

PAINTS AND OILS.

"A great many orders, but not heavy in size," seems to be the consensus of opinion amongst the oil, paint and varnish fraternity. The travelers all seem to be doing tolerably well, and mail orders are coming along in a generous manner. Liquid paints seem to have the first call, and the area of their usefulness is certainly extending. White lead is moving in fair-sized shipments. The stock of dry white lead in the hands of the grinders is exceedingly small and a little strength in the market would certainly advance prices. Paris green is now to the front, and late buyers are now rushing in to replenish their stocks before the advent of the irrepressible potato bug. A fair demand is being experienced locally, and one concern reports some good orders for export. Putty, dry colors and sundries are quiet, without special feature. Castor oil is still scarce, although fresh shipments are due about the 15th inst. Cod oil is also scarce and firm.

White Lead—Ex Toronto, we quote: Pure white lead, $5.15 ; No. 1, $4.77½ ; No. 2; $4.40; No. 3, $4.02½ ; No. 4, $3 65; dry white lead in casks, $4.50.

Red Lead—We quote: Genuine, in casks of 560 lbs., $4 ; ditto, No. 1, in casks of 560 lbs., $3.75 ; genuine, in kegs of 100 lbs., $4.25 ; ditto, in kegs of 100 lbs., No. 1, $4.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

Paris White—We quote 90c.

Whiting—60c. per 100 lbs.

Linseed Oil — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; Boiled, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

Turpentine — We quote as follows : 1 to 4 barrels, 46c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

Gum Shellac—30 to 35c.

Castor Oil — In cases, 9c. per lb. and 9½c. for single tins.

Litharge and Orange Mineral—We quote : Litharge, 5 to 6c. ; orange mineral, 6 to 7c.

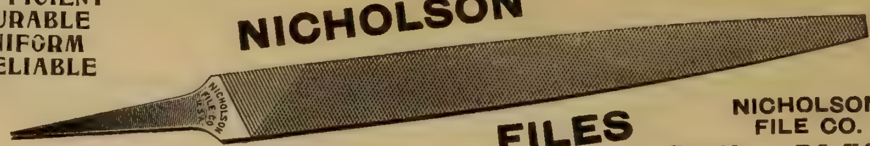
Pumice Stone—Powdered, 3c. in barrels and 5c. in less quantity ; lump, 10c. in small lots, and 8c. in barrels.

Putty—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05 ; 25-lb. tins, 4 in case, $2.20 ; 12½-lb. tins, 8 in case, $2.45.

Paris Green—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

PETROLEUM.

There is nothing new to be reported. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

EFFICIENT
DURABLE
UNIFORM
RELIABLE
NICHOLSON

FILES
NICHOLSON
FILE CO.
Providence, R.I., U.S.A.

MARLIN REPEATERS

Of the Model 1892 are made in 2 calibres, 22 and 32.
The **22 calibre** takes in **one rifle, without any change in adjustment**, the 22 short, 22 long and 22 long rifle cartridges.
The only repeating rifle which will take the 22 long rifle cartridge ; far ahead of all other 22 calibre cartridges.
The **32 calibre** takes in one rifle (by merely changing the firing pin) the 32 short and long, rim and center fire cartridges.
The only repeating rifle for cheap ammunition, larger than the 22 calibre.
If you wish a rifle for short range work and moderate shooting you should have this 32. You can save the price of rifle in 2,000 shots.
It is the Ammunition that costs.
These rifles are constructed with removable side plate so that you can take the rifle apart to clean without using a single tool. **Send for Catalogue to**
The MARLIN FIRE ARMS CO., New Haven, Conn.
For Sale by all Jobbers.

HIDES, SKINS AND WOOL.

Hides—Are unchanged, with cured quoted at 8¼ to 8½c. Dealers pay 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3.

Calfskins—Market is dull at 7 to 8c. for No. 1, and 5 to 6c. for No. 2. Sheep and lambskins, $1.10 to $1.25.

Wool— The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Wire nails are now 80 and 10 per cent., Ontario.

There is a scarcity of cod oil on the Toronto market.

The works of the James Robertson Co., Ltd., are running on full time in each department.

The base price on cut nails has been increased to $2.25, and the Canada pattern nail has been discarded.

M. & L. Samuel, Benjamin & Co. have arriving about May 1 another shipment of Butler's "Jubilee" pen-knives.

The Toronto Lead and Color Company, Toronto, are in receipt of their special brand of pure, deep shade Paris green, and announce that they will ship all back orders immediately.

The Armitage Manufacturing Co., of Toronto, window blinds, etc., are in financial difficulties. Their liabilities and assets are nominally the same, about $800. The company is in business less than a year.

Samuel, Benjamin & Co. have added another wheel to their line of bicycles. It is called the "Erie," and is manufactured by the Queen City Cycle Co., Inglewood, N.Y. The wheel is listed at $75. M. & L. Samuel, Benjamin & Co. feel confident of the success of this bicycle as a medium-priced wheel. In appearance it is equal to any wheel on the market, and the material is claimed to be high class in every particular.

UNITED STATES MARKET.

New York, April 9, 1897.

Pig Tin—There is no really new feature in the general position of the market. To all accounts, the consumption is fully up to the average on both sides of the Atlantic, while the new supplies from primary points continue more or less excessive and check any decided turn for the better in prices. To-day's London cable quoted a slight advance, in sympathy with which prices moved up in this market to about 13.20c. for round lots from dock or store, and 13.20c. f.o.b. Business, however, was rather slow.

Copper—There is very much the same uncertainty and indication of weakness that has characterized the market for a considerable time past, and, according to general report, the volume of business is disappointing. Enquiries are slightly more numerous, however, and it is believed that orders to a fairly large total amount would be placed in the event of about ¼c. reduction in price from present quotations being made by the mining companies. Lake Superior ingot was quoted nominally at 11⅝ to 11¾c., and could probably have been purchased at 11½c. for May or later delivery. Other kinds are slightly cheaper, being quoted at 11⅛ to 11⅜c. for electrolytic and 10⅞ to 11c. for casting stock.

Pig Lead—Operations were again on a moderate scale in this quarter, and the demand was decidedly tame as well. Reports from the west indicate a slow condition of affairs there also, and upon the whole the market showed weakish tone, due chiefly to slowness of business and lack of specu-

Unsolicited.

An Honest Expression From an Honest Man

NO "AFTER TROUBLE" WITH OUR GOODS

OFFICE OF
C. W. VanDuzer
Grower and Shipper of All Domestic Fruits.
Orders Promptly Attended to.

TELEGRAPH,
TELEPHONE,
EXPRESS OFFICE,
BANK.

Grimsby, Ont., May 13 1897

Pedlar Metal Roofing Co
Oshawa

Gentlemen:

It gives me great pleasure to inform you how well pleased we are with the Metal ~~ceiling~~ ceiling furnished by you for the Methodist Church of this place. Every part of the contract was fully carried out by you. We feel fully justified in saying that we have the finest ceiling in this part of the country. While building operations were going on I made it a point to see as many metal ceilings as possible, but saw none that would compare with this one. It is the admiration of every one who sees it.

Yours truly
C. W. VanDuzer
Chairman of Bldg Committee

RETURNED JUL 17 1897

We have devoted special care and attention to perfecting our many designs for Interior use, and are now prepared to supply Metal Ceilings and Walls for use in all styles of buildings, from the **Plainest** to the **Most Elaborate.**

Made in Canada only by

THE PEDLAR METAL ROOFING CO.

J. H. ASHDOWN, Winnipeg,
Agent for Manitoba and N.W.T.

Head Office and Works:
OSHAWA, ONT.

HAVE YOU GOT OUR CATALOGUE ?

lative or other outside buying. Prices may fairly be quoted at 3⅜ to 3.40c. for spot delivery and 3.42½ to 3.45c. for shipments. London cable was £11 16s. 3d. for soft Spanish.

SPELTER—Dealings here are still moderate and the demand is slow, with larger lots than one or two carloads seldom involved. Prices are held quite steady, however, at 4.10 to 4.20c. for delivery here or at common point. London cable quoted at £17 5s. for good merchant brands.

ANTIMONY—There is but little doing and prices are without change. Regulus quoted at 7¼ to 7½c. for Cookson's, 7 to 7⅛c. for Hallett's, and 7c. for Japanese.

TIN PLATE—Oprerations were chiefly of retail character, other business having been deferred pending the outcome of the Pittsburg conference.

IRON AND STEEL—Pig iron and old material remain low in price and rather weak. Business in most lines of finished products is only fair and prices are unimproved.

COMPLIMENTS MR. DRUMMOND.

John Birkinbine, Philadelphia, the well-known engineer, writes to compliment Geo. E. Drummond, Montreal, on his excellent paper, which was published in HARDWARE AND METAL. He says:

I have just read with interest your paper on the "Review of the Pig Iron Trade of 1896," and wish to congratulate you upon a most excellent presentation of the Canadian iron producing problem. I have several times been called to the Dominion professionally, and each time I was impressed with the possibilities of advancement in local iron manufacture. Your paper will undoubtedly do good, and should attract attention in the Dominion. I think the actual exportations from the United States to Europe are below the figures you give, and the assistance the charcoal furnace men of this country receive from the chemical works is but limited. Permit me to congratulate you upon your election as president of the two important mining associations.

HE TOOK ONE LOAD.

It is reported of the late William H. Vanderbilt that his father, the commodore, did not give his son, when a young man, much credit for business ability. Absolute verification of this is doubtful, but a good story is told of an incident wherein the son proved that he too carried in his head some of the astuteness in commercial intercourse that his father possessed. The commodore presented him with a farm on Staten Island, informing him that he might live there, and to make the land pay, as that was all he cared to contribute towards the lad's support. A short time later the commodore enquired of his son how he was getting along.

"Not very good, father," the young man replied. "What I need badly is some means of improving the earth."

"Well suppose you go up to my stables and get a load of refuse; but mind, I shall only give you one load."

"All right," replied the son, and he took one load; but, to the astonishment of the commodore, when he went to the stables they had been entirely cleaned.

"How many loads did that boy of mine cart away from here?" he enquired of the stableman.

"One, sir," replied that functionary; "but he carried the stuff away in a barge, sir."—Harper's Round Table.

SHE WAS A BUSINESS WOMAN.

"There are more ways than one to make a living," said a demure little woman, with flashing brown eyes, to a reporter. "I know a woman who was left penniless in Manchester. She was riding in a tram one day, when she was struck with the sameness of the advertisements that are posted up in the cars. She believed that she could write good advertisements, and she thought out a lot of little four-line rhymes for a certain article. She submitted them to the advertising manager of the firm who manufactured it, and they were accepted, and now she is making a lot of money every year with her verses, extolling various wares."

"Pshaw!" said the blonde, who sat next to the demure little woman. "I know of a case that discounts that."

"I don't believe it," said the demure little woman.

"Well, I do, and I'll tell you about it, to prove it. A friend of mine, who had been doing some newspaper work, got the craze for writing advertisements, and she went around to a lot of establishments, only to find that they were well supplied with people to look after that branch of their business. She did find one firm that was willing to let her try her hand, and she began work. In less than a year she was comfortably off for the rest of her life."

"Did she invent some new style of writing or something of that kind?" asked the demure little woman.

"No," replied the blonde, "but she married the senior partner."—Odds and Ends.

HE FOUND CUSTOMERS.

Business is not business in the broad sense of the term until its management has resulted in success, and the best way to do business is to get it. In this connection, says Stoves and Hardware Reporter, a story is told by a furnace manufacturing house whose traveler was calling on a customer in a town of about 20,000 inhabitants. The dealer was enterprising and active, and when he was asked if he could not drum up some new business he called a clerk and said:

"Frank, take half a dozen of these catalogues and go down the line. Stop in all the stores along the street and find out if they want any furnaces. If they don't, enquire if they know who does. Perhaps they will put us on to some of their friends."

These instructions were given about 7 o'clock one evening, while the traveling man was making his customary call, with the intention of leaving town the following morning. About 9 o'clock, Frank, the clerk, came back to the store, looking radiant.

"None of the storekeepers want furnaces," said he, "but I got on the track of two men who do."

The traveler stayed over the next day and sold the furnaces. It is well to mention here, continues the story, that this agent never sold furnaces until last year. He is now enthusiastic, and the latest reports are that all the furnaces sold by him are working admirably. He expects to sell 50 furnaces this season, and is an active illustration of the fact that there is nothing like enthusiasm in the furnace business, or any other.

CATALOGUES, BOOKLETS, ETC.

SPRING AND SUMMER GOODS CATALOGUE.

H. S. Howland, Sons & Co. are issuing a catalogue in regard to spring hardware and summer goods. It contains about 50 pages and makes a handsome catalogue. Prices, illustrations, etc., are given, and any dealer in Canada can secure one on application.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

SITUATION VACANT.

WANTED—BY JOBBING HOUSE TWO SMART young men as travellers; must have some knowledge of paints, oils and varnish. Address Box 10, HARDWARE AND METAL, Toronto.

SITUATION WANTED.

WANTED—EMPLOYMENT ON THE ROAD OR in the warehouse; have twenty (20) years Hardware experience, part of the time on the road in Ontario and the Maritime Provinces. R. B. Norton, Charlottetown, P. E. Isl nd. (14 n.c.)

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

Binder Twine

Warranted

PURE
MANILLA

650 ft. to the lb.

BLUE RIBBON **RED CAP**
BLUE CROWN **RED CROWN**
STANDARD **WHITE SISAL**

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

Plumber and Steam-Fitter

INCREASED activity is to be noted in the demand for plumbers' supplies, especially earthenware and closets, and while the master plumbers are doing a few small overhauling and repairing jobs there is still a great deal of room for improvement as far as they are concerned.

The building outlook for Toronto is improving if the building permits issued by the City Commissioner can be taken as a criterion. These permits for March of 1896 were only $32,690, while for the same month this year they were $58,270, an increase of about 78 per cent.

A MASSACHUSETTS MASTER PLUMBER IN CANADA.

The following, from the pen of Forest Hooper, Woburn, Mass., appeared in the last issue of The Plumbers' Trade Journal, and will doubtless interest plumbers in Canada :

"I left Boston March 3, arriving in Quebec Thursday. I found a wonderful change in the atmosphere. In Boston it was very mild and spring-like, with no snow, while in Quebec I found plenty of snow, with the thermometer registering 15 below zero, and our light top coats were at a discount. Nearly everyone I met was enveloped in fur coats and hats, while we shivered in our lightweights.

"The first party we called upon in Quebec was W. H. Wiggs, proprietor of the Mechanics' Supply Co., from whom we received the most cordial treatment. Our next call was made on a native French Canadian, Dominique Beaulieu, who was more than willing to give us points and show us the sights. Our call on Mr. Matte, who now runs the business formerly owned by Vaudry & Matte, plumbing, etc., was a very pleasant one. At O. Picard & Son's we met the junior member of the firm only, the senior member being away from the city. We were given a very cordial reception by him, and altogether were much pleased with our visit to Quebec, and also the trip we made to Montmorenci Falls, from which the city receives its power for lighting the city by electricity.

"We went next to Montreal, and our first call was made on Warden King & Co., from whence we visited Garth & Co., J. W. Hughes, Mount Bros., and Carroll Bros., splendid specimens of the Canadian tradesman, all of whom received us with great cordiality and good fellowship.

"While at J. W. Hughes' we met a very royal fellow in the person of John McKinley, of McKinley & Northwood, of Ottawa. At the St. Lawrence Hall we also met John W. Jamison, representing T. McAvity & Sons, brass goods, of St. John, N.B. He is a very fine fellow to meet.

"Leaving Montreal, we arrived in Toronto at 7 a.m. on Tuesday, the 9th inst. Here we met James Morrison, of the James Morrison Brass Manufacturing Co., who gave us cordial welcome, and after some friendly talk he referred us to W. J. Burroughes, president of the Master Plumbers' Association. Through this gentleman we met Purdy, Mansel and Mashinter. From here a telephone message was sent to H. W. Anthes, manager of the Toronto Iron Foundry, to meet us at the Grand Union Hotel, where we repaired. Here the nail keg was opened and a royal good time was the result.

"The next morning we took our departure for Boston, via Niagara Falls. From start to finish our trip was one of extreme pleasure and enjoyment, and it is our wish that should any of the gentlemen with whom we came in contact on our trip visit this section, we sincerely hope they will search us out and we will do our level best to reciprocate."

SQUARE AND CUBIC FEET.

A furnace dealer has been found who does not know the difference between square and cubic feet. He may know it now, since he has received the proper explanation, but he certainly was in dense ignorance of the subject until after he had made an estimate on a heating contract and then endeavored to find out why he had put in too small a furnace. He had taken the floor space in the house, measuring separately the length and breadth of each room and of all the halls, then adding the results together in order to ascertain the total number of cubic feet. His measurements were carefully made, no doubt, but he had not taken the height of the ceilings into consideration and his calculations resulted in obtaining the total number of square feet and not of cubic. There was little wonder that the furnace did not heat the house, nor that he was compelled to go over the work at his own expense, the only actual wonder being that he failed to remember his arithmetic before entering into his contract. There are possibly other furnace dealers, as there are known to be other business men, who do not carry a full knowledge of figures into their affairs, but if any such are to be found their first care should be the purchase of an arithmetic that they once used at school.—Hardware Reporter.

PLUMBING NOTES.

L. H. Gaudry, plumbers' supplies, is starting into business in Quebec.

Joseph Labelle, plumber and hardware, Montreal, has admitted David Deschamps as partner, under the style of Labelle & Deschamps.

PLATING ALUMINUM.

Aluminum is an exceedingly difficult metal to plate. It has frequently been attempted to copper, gild and silverplate small articles, but with very small success. All sorts of baths, with greater or less voltage, act the same. The most satisfactory results have been obtained with copper, using a cyanide bath, with a potential of 7 volts. The copper is deposited in an even adherent film, but after a few minutes it begins to scale off, and finally, in less than two days, it will all have disappeared, leaving the surface of the aluminum in its natural state. Other metals will not adhere. Aluminum cannot be used to plate other metals with in a satisfactory manner, even as an alloy. If, however, the aluminum is cleaned thoroughly with an alkaline carbonate, washed in running water, and dipped in a slightly acidified solution of sulphate of copper, whereby a deposit of copper is precipitated on the aluminum, and then washed again and placed in an electric bath, the copper coat produced is said to be very lasting and of fine appearance.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA

Garth & Co.

Plumbers and Steamfitters,

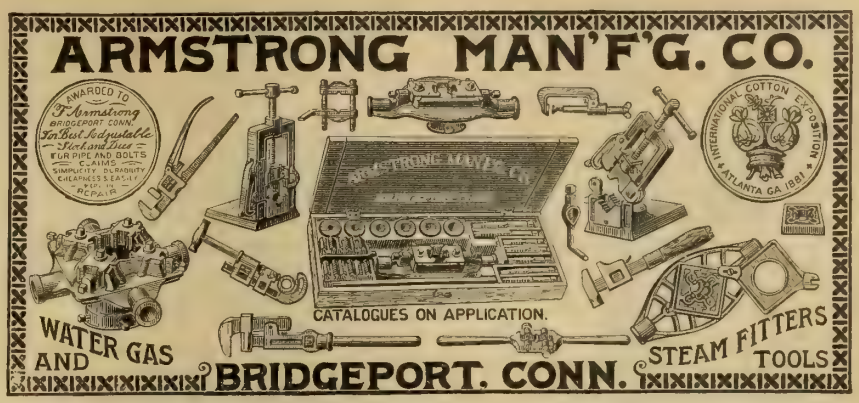
Manufacturers of all kinds of

Brass and Iron Goods

Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

ARMSTRONG MAN'F'G. CO.



WATER GAS AND STEAM FITTERS TOOLS

BRIDGEPORT. CONN.

. . ISLAND CITY . .

Paint and Varnish Works

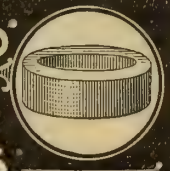
. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

CANFIELD'S MOULDED RUBBER GOODS

RUBBER HEADED NAILS



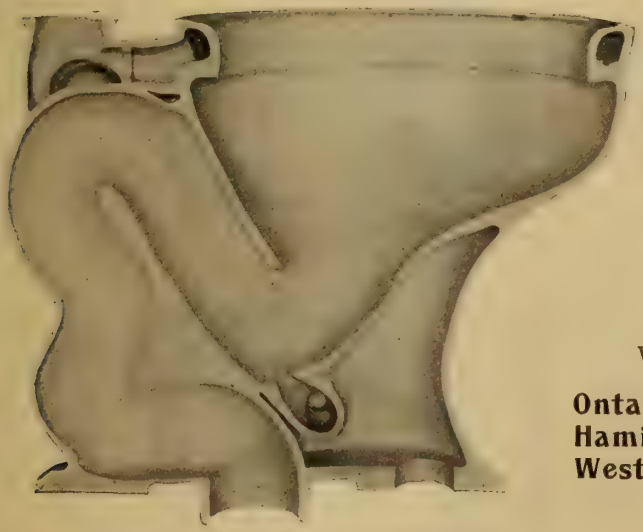
GLASS GAUGE GASKETS, RINGS, BUMPERS.

BOILER GASKETS

SMALL RUBBER GOODS

MOULDED RUBBER GOODS

H.O.CANFIELD ~ BRIDGEPORT, CT.



(REG.) **ONTARIO SYPHON JET CLOSET**

NOTICE . . .

We have opened a Branch in Hamilton, under the name of the

Hamilton Barb Wire and Nail Co.

Carrying a full line of... PLUMBERS' SUPPLIES

When in a hurry order from nearest Warehouse.

Ontario Lead and Barb Wire Co., Ltd. - TORONTO
Hamilton Barb Wire and Nail Co. - HAMILTON
Western Wire and Nail Co., Ltd. - - LONDON

WRITE FOR DISCOUNTS.

BEST SYPHON JET CLOSET ON THE MARKET.

A HARDWARE AFTERNOON TEA.

It has not been usual in the past to associate the idea of afternoon tea with the hardware trade, but unquestionably the most largely attended afternoon tea of the season was given in J. H. Ashdown's warerooms, Winnipeg, on Saturday last.

The invitation was a general one to visit the model kitchen, and over 500 citizens, male and female, availed themselves of the opportunity of seeing just what a kitchen ought to be.

The room was a small, sunny one on the second floor, and demonstrated that a kitchen need not be large to be very convenient. It was a spot to delight the heart of a true housekeeper.

The "Jubilee" range, the 1897 "Blue Flame" coal oil stove, the aluminum pots and pans, the kitchen sink with all its appendages, the asbestos mats for the stoves, the cutters, grinders, sauce pans, sieves and strainers, and the thousand and one things that in these days help to lighten the work of the cook and make it more artistic.

A most tempting and appetizing tea was served, the waiters being a smart little lad and a charming little maid both dressed in appropriate cook's costume.

Assistant Wanted

An energetic young man, having a good practical knowledge of Plumbing, Steam-fitting and Gas-fitting to write for that department of HARDWARE AND METAL, and to solicit subscriptions and advertisements. Apply

Managing Editor

MacLean Publishing Co., Montreal

MANITOBA MARKETS.

WINNIPEG, April 9, 1897.

TRADE for the moment is paralysed in anticipation of tariff changes. Not only is the suspense exasperating, but the loss arising from the general curtailment of operations is more than will be made up by the balance of the season, however good trade may be. The general wish, on the part of friends and foes alike of the Federal Government, is that they would let the school question and all other questions remain in abeyance and "hurry up" the tariff; also that the changes, when they come, will be made operative at the earliest possible moment. When the present jam in the current of trade is broken, the rush in carrying and distributing is likely to be phenomenal in this province. A feature of the trade this spring is that many of the large hardware houses are now adding cream separators to their regular lines. New agencies are springing up and new machines of more or less merit, generally the latter, as compared with the production of old established manufacturers who have for years made separators their specialty.

The most important new departure is the opening of a branch warehouse in Winnipeg by one of the largest European manufacturers, R. A. Lister & Co., Ltd., of Dursley, Eng., from which they will supply the trade with their Alexandria cream separator and other dairy machinery.

NAILS—Cut, per keg, base price $2.63 for 60d., with usual extras; common steel wire nails, 3 to 6-inch, $3.20 per keg; 2½-inch, $3.33, with usual extras for smaller sizes.

HORSE NAILS—Pointed and finished, oval heads, list prices are as follows: No. 5, $7.50 per box; No. 6, $6.75; No. 7, $6; No. 8, $5.75; Nos. 9, 10, 11, $5.50. Discount off list prices, 45 per cent.

AXES—Per box, $6 to $9.

WIRE — Galvanized barb wire, plain twisted wire and staples, $3.10 per 100 lbs.

IRON AND STEEL—Bar iron, per 100 lbs., base price $2.25 to $2.50; band iron, per 100 lbs., $2.85 to $3; Swedish iron, per 100 lbs., $5.25 to $6; sleigh shoe steel $3, to $3.25; best cast tool steel, per lb., 9 to 11c.; Russian sheet per lb., 12 to 13c.

SHEET IRON—10 to 12 gauge, $3; 22 to 24 and 26 gauge, $3.25; 28 gauge, $3.50.

CANADA PLATES — Garth and Blaina, $3.15.

GALVANIZED IRON—American, 20 gauge, $4; 22 and 24 gauge, $4.25; 26 gauge, $4.50; 28 gauge, $4.75 per 100 lbs.

IRON PIPE—50 to 60 per cent. off list.

LEAD—Pig, per lb., 4½c.

SOLDER—Half-and-half (guaranteed), per lb., 14 to 16c.

ROPE—Sisal per lb., 7½ to 8c. base; manilla, per lb. 9¾ to 10¼c. base; cotton, ¼ to ½ inch and larger, 15c. lb.

PAINTS AND OILS.

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 3½c.; American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

WINDOW GLASS—First break, $1.75 per box of 50 feet, and $2 for second break.

LINSEED OIL—Raw, per gal., 52c.; boiled, per gal, 55c. in barrels; per gal., 58c. An additional charge for packages for small quantities.

TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c.

REFINED PETROLEUM—Prices here are as follows: Silver Star, 19½c.; Crescent, 22½c.; Oleophene, 4½c., in barrels. Car lots, 1c. per gallon less. United States oils in barrels are quoted at 28c. for Eocene and 25c. for Sunlight.

SUNDRIES—Glue, S.S. in sheets, per lb., 12½ to 15c.; glue, white, for kalsomining, 15 to 18c.; stove gasoline, per case, $4; benzine, per case, $4; benzine and gasoline, per gallon, 50c.

Bicycle Riders

Should make it a point to examine the line of

Wolff-American Cycles
High Art

And study their many special features.

SINGLE MODELS, '97 - $100.
SINGLE MODELS, '96 - $80.
(While they last).

THE **YALE** .. **Bicycles**

Are right, and sell at sight.
TWO GRADES....

LIST, $75 and $60.
Also Juveniles.

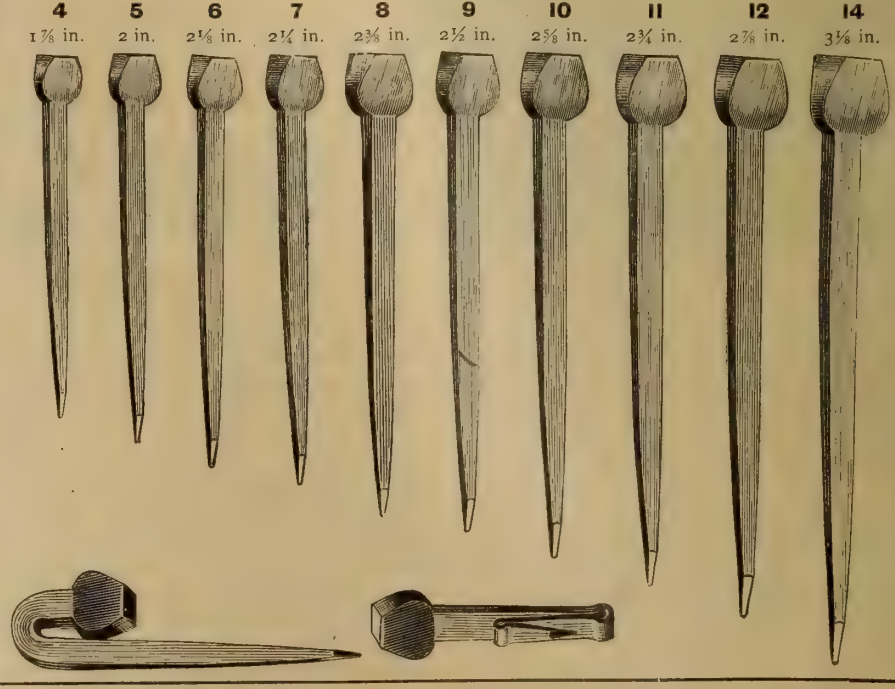
Ride=== McCUNE ===Cycles
RELIABLE AND GOOD.
LIST, $65.

Representatives: DORKEN BROS. & CO., - Montreal

Horse Nails

THE **C** BRAND

OVAL HEADS



CANADA HORSE NAIL CO.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in[illegible]ed of any of these lines [illegible]ndly write for discounts to . . .

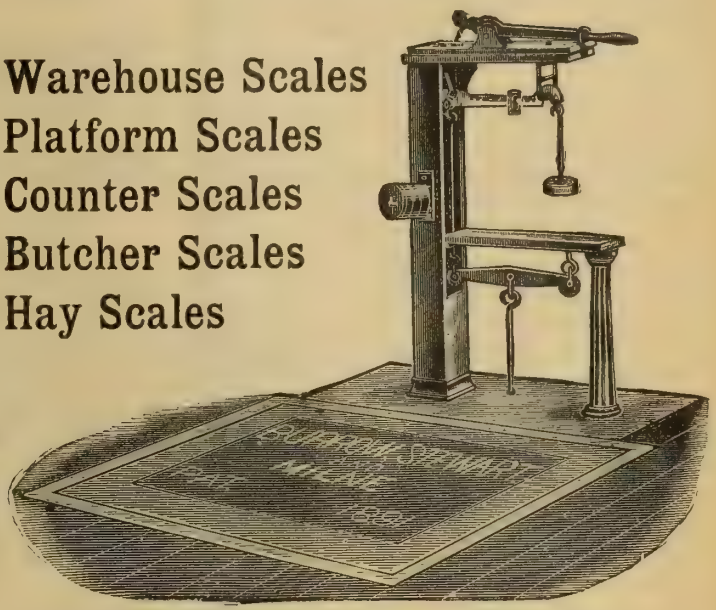
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales



We carry large stocks in Winnipeg and Montreal, and ship from these points.

Scales for all purposes, of every capacity, from 1 drachm to 100 tons.

Agents for Manitoba, Western Territories and British Columbia.

Merrick, Anderson & Co.,
WINNIPEG.

BURROW, STEWART & MILNE

MANUFACTURERS

Hamilton, Ontario.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.

W. L. Haldimand & Son,
MONTREAL

GAS STOVES

FOR THE SEASON OF 1897.

Our New 1897 Gas Stoves are ready for delivery. Not an old Stove re-dressed, but an **entirely New Stove**, original in design and ornamentation and beautiful in appearance.

SEE THESE STOVES BEFORE PURCHASING.

RETURNED 2/4/97

Flush Top
Adjustable Air Mixer
Large Oven, 18x18x12 in.

Needle Point Valves
Sawed or Drilled Burners
Broiler, 18x18x6 in.

NOTE.—BROILER OVEN ON TOP.

Drop, Spring-Balanced Oven Door. Body Asbestos Lined.
Single Oven or with Boiler or Water Heater or Both.

LARGE IN CAPACITY. Sample Order Solicited. **LOW IN PRICE.**

The GURNEY FOUNDRY CO. Ltd., Toronto.

THE GURNEY-MASSEY CO. LTD., MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

LANGLEY & HALLWORTH, assignees of the estate of J. Henderson, sporting goods, Kingston, have declared a second and final dividend of 33c. on the dollar. The first dividend was 40c. on the dollar, paid some time ago.

D. Landry, general merchant, Petit de Grat, has assigned.

Robert Donaldson & Sons, machinists, Montreal, have assigned.

E. D. Colleret, hardware, Montreal, has filed consent of assignment.

P. J. Harrington, general merchant, Killaloe, has assigned to H. T. Grant.

M. B. Berry, asbestos, Lorette, is offering to compromise at 25c. on the dollar.

George Murray, general merchant, St. Helen's, has assigned to W. Connell.

V. Beaulac, general merchant, St. David, has compromised at 60c. on the dollar.

Joseph Masson, general merchant, Danville, Que., has compromised at 60c. on the dollar.

James McGee, general merchant, Fredericton, N.B., is offering to compromise at 20c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Bourcier & Descroiselle, tinsmiths, Sherbrooke, have dissolved.

Trefrey Bros., painters, Yarmouth, N.S.; new partnership formed by G. B. and W. R. Trefrey.

M. O. Crowell, hardware, Halifax, has admitted L. H. Crowell as partner under the style of Crowell Bros.

Jacob Mitchell, agricultural implements, South Woodslee, has admitted S. Hooper as partner under the style of Mitchell & Hooper.

A. Lemieux and C. E. Rousseau have formed a partnership in Quebec to carry on business as blacksmiths under the style of A. Lemieux & Co.

SALES MADE AND PENDING

The assets of Adam Torrance, general store, North Bay, are to be sold.

The assets of J. B. G. Millette, general merchant, St. George de Windsor, are to be sold.

The estate of Geo. S. Johnston, general merchant, Ottawa, has been sold to his wife, Bertha Johnston.

The stock of the estate of A. B. Shaw, Middle Musquodoboit, N.S., is advertised for sale by tender.

A sheriff's sale of the property of D. A. Bourgeois, general merchant, Fox Creek, N. B., is advertised.

The general stock of Herron & Evans, Deloraine, Man., has been sold at 67½c. on the dollar and the accounts at 20½c. on the dollar.

The assets of J. R. Andrews, general

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that

The right policy

ht, and
RADE.

is the UNCONDITIONAL ACCUMULATIST Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director. W. C. MACDONALD, Actuary.

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

merchant, Marbleton, Que., are advertised for sale on the 14th inst.

The assets of H. Fauteux, hardware, Ste. Cunegonde, Que., have been sold by auction.

The stock of A. R. Fulton & Co., agricultural implements, Truro, N.S., is advertised for sale by tender.

The assets of J. A. Rheaume, general merchant, Ascot Corner, Que., are to be sold by auction on Saturday.

The balance of the assets of A. Belanger, carriage maker, St. Henri (Levis county), is advertised to be sold on the 14th prox.

The stock of Jacob Erratt & Co., furniture, Ottawa, has been sold at 47c. on the dollar and the machinery at 41c. on the dollar.

CHANGES.

Nap. Vezina is opening a hardware store in Quebec.

Alex. Lajoie is opening a general store in Clairvaux, Que.

Geo. Taylor, harness, Teeterville, is removing to Vanessa.

Alex. Laurie, blacksmith, Inkerman, is opening a general store.

E. Anthier has begun business in Montreal as dealer in bicycles.

Allan Bishop is starting into business as painter in Annapolis, N.S.

J. C. Grice, general store and butcher, Montreal, is opening a hotel.

S. D. Wellwood, general merchant, Pine River, is giving up business.

G. H. McKinney has started into business as tinsmith in Kazabazua, Que.

T. P. Bourgeois, general merchant, Louisburg, has sold out to M. M. Slattery.

Z. R. Evitt, hardware, Fredericton, N.B., has been succeeded by Tweedale & Co.

Thos. Duncan, blacksmith, Morden, Man., has been succeeded by B. Chubb.

R. J. Stevens, agricultural implements, Watford, is out of business and has left that place.

Grant Bros., hardware, Ottawa, have opened a branch at Division and Somerset streets, that city.

E. J. Stuart and W. D. Beardsell have been registered proprietors of the Montreal Size Co., Cote St. Paul.

W. O. Morse, manufacturer of mineral paints, Walsingham Centre, has been succeeded by C. M. Hazen.

W. B. Sweet, general merchant, Inkerman, is removing to Cardinal, where he will conduct a boot and shoe store.

W. Graydon, general merchant, Mono Road Station and Grand Valley, has been succeeded in Grand Valley by Kerr & Co.

FIRES.

Peter Bertram, hardware, Hamilton, has been burned out.

The stock of J. J. Kerr, general merchant, Deseronto, has been damaged by water.

DEATHS.

W. Brown, general merchant, Marshville, is dead.

W. Taylor, of Taylor Bros., granite manufacturers, St. George, N.B., is dead.

James G. Howden, of Howden, Starke & Co., wholesale hardware, Montreal, is dead.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

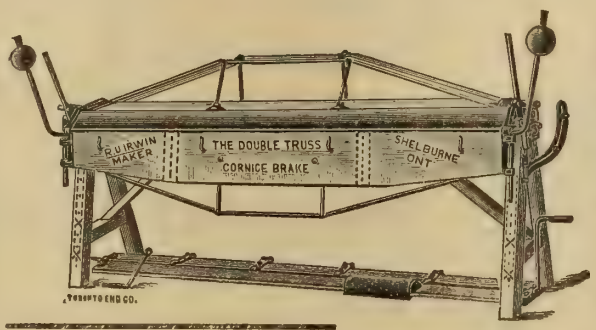
Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

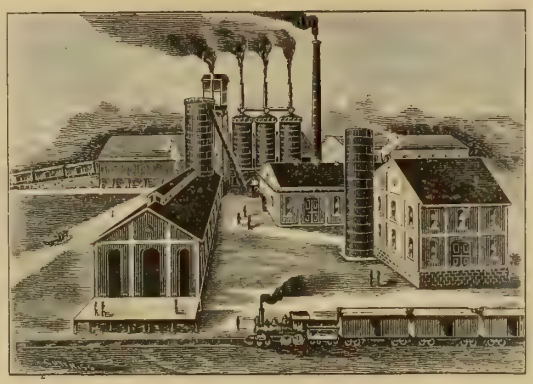
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Don't Forget Us

WHEN ORDERING

Alabastine
Jellstone
Land Plaster
Calcined Plaster
Potato Bug Finish
Paris Green

The Alabastine Company, Limited

Paris, Ont.

RAILROAD CARS OF COPPER.

A TYPE of passenger coaches finished with copper on the outside rather than the usual paint and varnish, is being put into service on the New York, New Haven and Hartford Railroad. The advantage claimed, according, to an exchange, is that the cars are more readily kept in condition of cleanliness and brightness, and when it is necessary to send a car to the shops for an exterior overhauling, it is ready for the service again in half the time required to paint and varnish it. All the wood paneling and sheathing is made in precisely the same manner as at present, except a shade thinner, and a light coating of copper is formed around the wood, fitting closely into all curves and corners. Each piece of sheathing and its strip of copper are passed through the machine simultaneously and come out ready for use with the copper wrapped tightly around the wood. After the sheathing and other members are covered or plated with copper they are applied to the body of the car in such a manner that the exposed surfaces are not punctured by nails or other fastenings, so that when completed the casual observer would not notice but that the car was finished with paint and varnish. All joints are absolutely water-tight.

Only one car has thus far been finished in this way, and the copper on this car was oxidized, giving it a dark, glassy finish very similar to that of the ordinary Pullman coach. The next car will be put on the road without this, as the copper will oxidize in the atmosphere, attaining in a few days a deep rich bronze tint. No paint or varnish is used on the outside of the car e cepting on the roof, platform, hoods, and window sash. The numbers and letters are made of cast aluminum, and are attached by screws. It is also believed that the new copper-coated cars will improve in appearance with wear rather than be dulled by it, and the cost of cleaning and keeping the exterior in condition will be very materially reduced.

CANADA MADE THE AXES.

Something like a scare was recently created by the announcement that Swedish firms were successfully competing with English manufacturers of axes, remarks an English exchange. These were stated to be of excellent quality, and were sold at a lower price than was charged by English firms. The fact appears to be that the goods are not manufactured in Sweden but in Canada. Enormous quantities are coming over from that colony to Sweden and are being resold by the Swedes. Samples of these goods are in the hands of Sheffield manufacturers, and while they quite recognize the excellence of the tools, they do not fear serious consequences from competition in this quarter.

Good Bristles mean everything to the economical painter.

Brushes wear longer—paint spreads more evenly and goes farther—if the bristles are not porous like a sponge.

"B.B."
Boeckh's
Brushes
Best
Bristles

Boeckh's Bristles are good bristles. They are selected carefully.

Now and then a particularly nice lot is secured. "Now and then" has happened right now.

First orders will share our good fortune. Order now!

Chas. Boeckh & Sons
Mfrs.
Toronto, Ont.

Mixed Paints

We manufacture a pure mixed Paint. It is a pure Linseed Oil Paint. A good honest Paint. We are having more orders for it this Spring than we ever had before. That is just because our customers appreciate it, and they can make money with it. A paint with a wide reputation sells itself. Dealers don't have to talk all day about it. Our arrangements for manufacturing are better than ever. The Paint is called **UNICORN.** No doubt you knew that?

Manufactured by

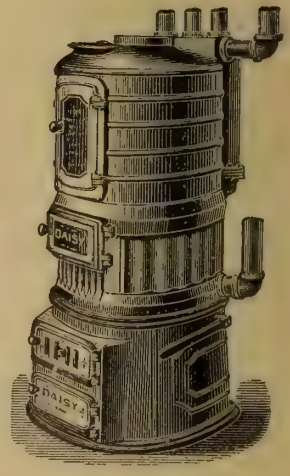
A. RAMSAY & SON
MONTREAL
Established 1842.

Hot Water Boilers

The——

"Daisy"

Has Fewer Parts, Better Connections and Larger Heating Surface than any other Boiler on Earth.



Prices and Catalogues on application to

The Toronto Radiator Mfg. Co.

LIMITED

TORONTO, ONTARIO.

Now is the time to send in your Spring Orders for

ALABASTINE

A full line of ***Brandram's Genuine Imported Lead*** in stock.

WILLIAM HILL

327 St. James Street, - - - **MONTREAL**

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

R. DILLON,

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

THE WINNER.

All bicycle riders are not racers; perhaps you are a rider and yet do not look with favor upon the racing element.

Still, when you conscientiously consider the matter, you cannot help admit that the bicycle that wins races on the track is the easy-running bicycle for the road or pavement.

The Yellow Fellows have won; hence the reputation of the Stearns as a fast, easy-running, much-talked-about wheel.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS. TORONTO. 54

Agents Wanted in unrepresented distrcts.

GIVING ACCURATE INFORMATION.

The habit of giving accurate information is a rare and valuable one. Not one person in ten can give definite, clear directions on any stated subject of which they have full knowledge. Yet this is a habit which successful business men are compelled to acquire. The trained specialist in any branch of art or science is chiefly valuable because he has learned to crystalize his information and reduce it from vaporous theory to something that can be made practical. From their earliest childhood, children can be taught to be exact and clear. Indefiniteness is a crying fault of youth. It is an easy thing to get into slipshod habits of thought and work. Such work may be brilliant, but unless work is directed toward a definite purpose it is valueless. Thought that appears in brilliant flashes is as useless for guidance as the light of a jack-o'-lantern. A beacon-light must be steady and certain. The value of a fixed, definite purpose in life, steadily adhered to, cannot be overestimated. It is the secret of success, and so fully is this recognized that genius has been defined merely as the power of persistence. He who has ability to maintain a fixed purpose in spite of disappointments and apparent failures, must, in the end, win, if he is guided by honor and truth. Exact habits are best formed in youth. It is next to impossible for a man who has grown up in happy-go-lucky habits of work to turn back and learn to be exact. —Geyer's Stationer.

BROWNING'S MESSAGE TO THE WORLD.

If then I might venture to try to sum up in a sentence the main lessons of Robert Browning's life and poetry, it would be somewhat thus: Live out truly, nobly, bravely, wisely, happily, your human life, as a human life, not as a supernatural life, for you are a man, and not an angel; not as a sensual life, for you are a man, and not a brute; not as a wicked life, for you are a man, and not a demon; not as a frivolous life, for you are a man, and not an insect.

Live each day the true life of a man; today's not yesterday's life only, lest you should become a murmurer; nor to-morrow's life only, lest you become a visionary; but the life of happy yesterdays and confident to-morrows—the life of to-day unwounded by the particular arrows of yesterday, and undarkened by the possible cloudland of to-morrow.

Life is indeed a mystery, but it was God who gave it, in a world "wrapped round with sweet air, and bathed in sunshine and abounding with knowledge, and a ray of eternal light falls upon it even here, and that light shall wholly transfigure it beyond the grave."—Dean Farrar, in Review of Reviews.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps. Casing. Tubing, Fittings, Drilling Tools, Cables, etc.

. . MICA . .

Electrical and Stove Purposes.

Send for samples and quotations.

W. F. SMYTH & CO.

Box 2165 **Montreal.**

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

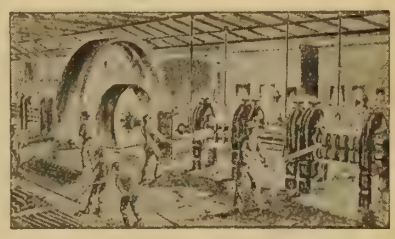
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

Abbott & Co.

ROLLING MILLS

Best Charcoal Rolled Iron.



B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

W. & S. BUTCHER, **Sheffield, England**, Makers for over ***ONE HUNDRED YEARS*** of the celebrated **"WADE & BUTCHER"** Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, April 9, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
X.X., 14x56, 50 sheet bxs / " 14x60, " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.

Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.

Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅞
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 03¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 0
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	0 44	0 45
Boiled, per gal	0 47	0 48

Freight allowed, 5 bbl. lots 1c. less. Price 2c ess Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	...	0 46

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 09
Smal lots	....	0 09½

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 65 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ...... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes................ 5 25 5 50
Chopping Axes—
Black Prince.............. 7 25 7 50
Forest Clipper............ 7 25 7 50
Lance 8 50 9 00
Mann's 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made 7 50 7 75
Climax 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

Zinc, discount................ 3 90 4 0
Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.
Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.
Door.
Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.

Hand, per doz................ 3 35 4 75
Moulders', per doz........... 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 0 per cent.
Excelsior, 10 per cent.
Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell, per doz...... 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 7¾ 0 12

Bolts.

Carriage, dis., 60 and 10 p. c. off new list.
Tire, dis., 70 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 60 p.c. off new list.
Coach Screws, dis. 70 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.
Cast Iron.
Loose Pin, dis. 70 per cent.
Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross.......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz........ .... 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 9 50

Cement.

Canadian, Portland............... 2 50
English " 2 75
Belgium " 2 50
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.
Steel, net........................... 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz............. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz.......... 16 00 51 50
P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.
Per doz 75 1 70

FAWCETS.

Cork Lined, per doz.......... 0 30 0
Wine, per doz................ 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.
Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.
Tack.
Magnetic, per doz............ 1 10 1 20
Sledge.
Canadian, per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50
Chisel.
Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00
Fork.
C. & B., dis. 50 per cent. rev. list.
Hoe.
C. & B., dis. 50 per cent. rev. list.
Saw.
American, per doz............ 1 00 1 25
Plane.
American, per gross.......... 3 15 3 75
Hammer and Hatchet.
Canadian, 35 per cent.
Cross-Cut Saw.
Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per 100 lbs..... 3 50 3 60
12 in. up, per 100 lbs..... 2 50 2 60
Per doz. set.
Screw. Eureka................ 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring....................... 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz.............. 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz ,.......... 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1
Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.
Wire.
Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000............... 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 35
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb............... 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross........... 1 60

KNOBS.

Door, japanned and N.P., pe doz. 0 85 3 00
Bronze, Berlin, per doz....... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross.......... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ to 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 3) p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent.

NAILS.

Cut Nails (Iron)—
Basis—50 to 60 dy................ 2 25
20 to 40 dy................ 2 30
10 to 16 dy 2 35
8 to 9 dy................ 2 40
6 to 7 dy................ 2 45
4 to 5 dy................ 2 70
3 dy 2 95
3 dy (fine)................ 3 25

Canadian pattern discarded. Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wir Nails, 80 and 10 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.................. $ 50 00
No 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6.......................... 175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning........................ 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs...................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½ lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6⅜ 00	8
¼, 5-16, ⅜ in.	6⅞ 00	8¼
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire............ 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen.................... 0 40 0 70
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting.... .... 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz................ 8 75 9 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 10
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb...... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.............. 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights............ 40
" " tinned.......... 45
Swedes, cut tacks, genuine, blued and tinned.............................. 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz). 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned............ 40
Zinc tacks.............................. 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 42½
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks, discount 90 and 25 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2

TINNERS' TOOLS

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks, " " " 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

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Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

	Car-loads.	Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all.. delv'd	2 70	2 75
Plain twist	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

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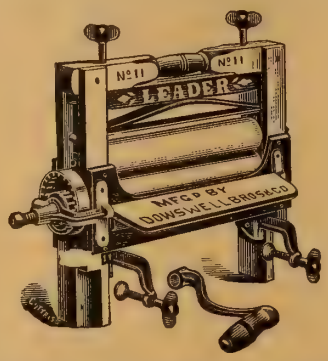

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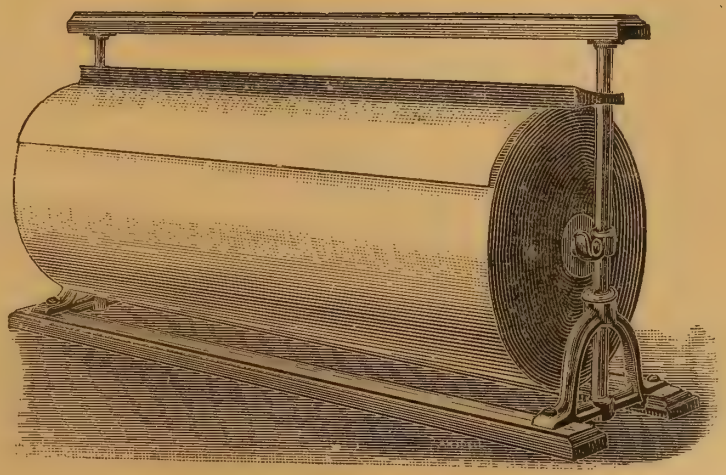

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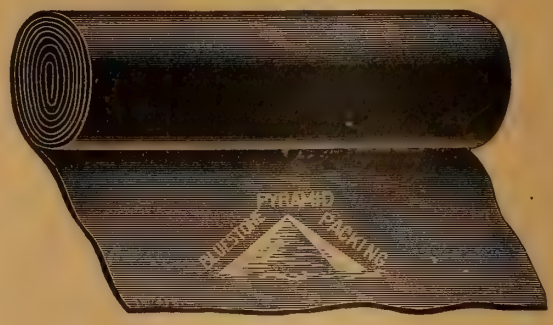

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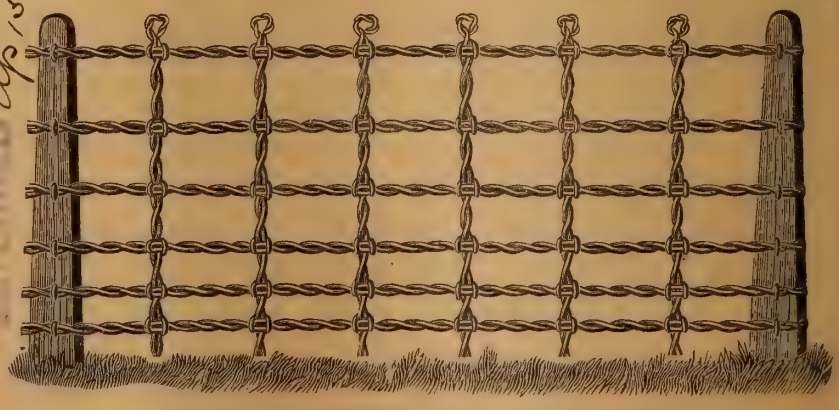

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VOL. IX | MONTREAL AND TORONTO, APRIL 17, 1897 | No. 16

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Best Anti-Friction Metal for all Machinery Bearings

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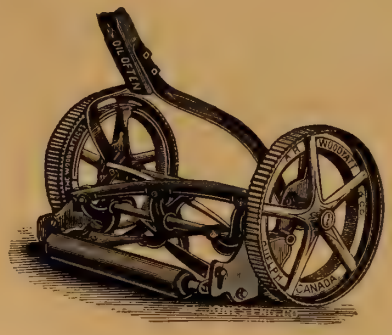

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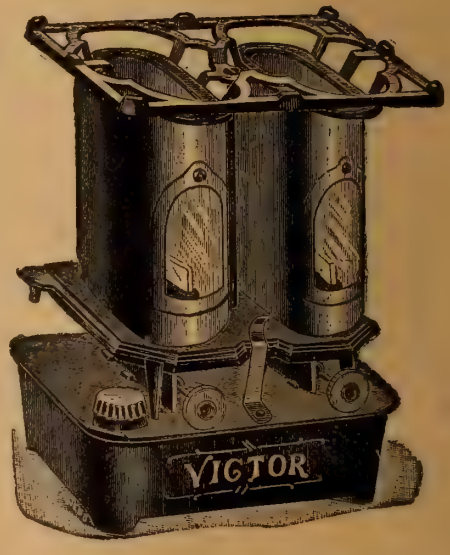

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Toronto

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, APRIL 17, 1897 No. 16

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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A FRIEND OF DEPARTMENTAL STORES.

THE Trades and Labor Council has made a deliverance regarding departmental stores. This deliverance is as follows:

Your committee (the Municipal Committee) hold that these stores are not combinations for the purpose of raising prices or lowering wages, and that the constituents of the Trades and Labor Council being the people who the Council should first try to help, they are of the opinion that the families of trades unionists are not hurt, but rather helped, by these stores.

The Trades and Labor Council has done some strange things, but this is the strangest of all the things it ever did. An enemy surely has done this thing. The Municipal Committee and all concerned must have been "loaded up the wrong way" or it never could have conceived of a thing so utterly opposed to their own interest.

The department store is the enemy of the regular storekeeper, but it is none the less the enemy of the workingman. Nothing could be more evident.

There is not a member of the Trades and Labor Council but will acknowledge that a monopoly is detrimental to his interests.

The departmental store is a monopoly pure and simple, and yet we find an organization, whose tenets are supposed to be diametrically opposed to monopolistic institutions, declaring one of the worst forms of monopoly to be a helper of the laboring class. So is Bad the helper of Good.

The particular object of the departmental store is to destroy competition. By cutting prices on this and that line they essay to inveigle customers away from the regular storekeeper—until he is at last compelled to put his shutters up, thus driving merchants and clerks upon the labor market, and bringing wages down to a point where a man can scarcely live himself, let alone support his family.

The advantage of low-priced labor to the departmental store is obvious: A large supply of cheap clerk labor enables it to keep a cheap staff behind its counters.

And yet that advocate of a fair wage for a fair day's work declares that departmental stores are not combinations for the purpose of lowering wages!

But it is not alone the wage of the clerk that the departmental store tends to reduce to the minimum. The wage of every mechanic who wields a tool, of every seamstress who plies a needle, and of nearly every man and woman, in fact, who tries to make an honest living, is lessened through the extraordinary powers which these departmental stores are developing.

Those whom Old Nick would destroy he first makes his friends. The departmental store has been represented as a gigantic devil fish, and it appears to have made its friends those whom it is depriving of a living wage.

That such should be the case is due to either one or two causes: The members of the Trades and Labor Council are either blind or they are fools.

The last clause in the pronunciamento suggests that it is blindness which comes of prejudice. This clause reads: "In the old days of strikes and lock-outs the small storekeepers were never the friends of the union workingman."

Not friends indeed of workingmen during strikes! It strikes us most forcibly that the small storekeeper has often proved a friend in need to many a workingman during troublous times, and much, too, to his own sorrow when he contemplates it.

If the members of the Trades and Labor Council exhibit as little common sense when dealing with other questions concerning the workingman as they have in regard to the departmental store, it is time the workingman was delivered from his friends.

THE COMING TARIFF.

THE Government has promised that the new tariff shall be brought down on the 22nd inst. And it is to be hoped that nothing will be allowed to prevent the promise being fulfilled.

Whether or no Governments are ever changed, tariffs must be sometimes. The fact that conditions are ever changing demands it. But common sense also demands that while on the one hand a tariff shall be revised only when the exigencies of the case demand it, on the other it stipulates that when the revision is undertaken it be completed as expeditiously as possible.

HARDWARE AND METAL has repeatedly urged that the present tariff contains a great

many anomalies and stood, therefore, in need of revision. And as far as that goes, it is perfectly in accord with the proposition of the Government to revise the tariff.

But we only wish we could commend the Government for expedition in doing that revising. Unfortunately we cannot.

The time intervening between the announcement that changes in the tariff would be made and the time when these changes became an accomplished fact is always pregnant with uncertainty ; and uncertainty in business means more or less demoralization in business.

It is now ten months since the Government went into power. With the advent to power came the announcement that the tariff would be revised. But it was not till two or three days ago that the country knew exactly when the new instrument would go into force.

The trade of the country has thus had ten months of suspense. Some of this suspense was necessary ; but a great deal of it was not.

HARDWARE AND METAL repeatedly urged the necessity of delegating to an independent commission of practical business men and others the duty of gathering data for the proposed new tariff. But instead of doing that, it rolled the burden upon Ministers of the Crown who already had the burden of their regular official duties to carry.

Had this been done it would have been an easy matter for the new tariff to have been brought down in the early part of January.

This should have been done, and because it was not the business interests of the country have been put to nearly four months of unnecessary agony, and agony which has meant the loss of trade which cannot be regained and the loss of money which cannot be computed.

HARDWARE AND METAL does not wish to infer that the Government has been indolent; but we do assert that it has been unwise in its methods of gathering material for the construction of the new tariff.

Trade is only now waiting for the tariff to spring into activity. And the Government should see that it does not wait one day longer than can be helped in order to spring into that activity.

TARIFF GOSSIP FROM OTTAWA.

FOR a fortnight back—indeed, since the opening of the session—there have been floating into the capital men whose business interests hang in the balance till the tariff changes are announced by the Finance Minister on the floor of Parliament and forthwith take effect. The Tariff Commission concluded its labors weeks ago and at that time Mr. Fielding announced that the committee would receive no more deputations. Representations must be made in writing, as they needed all possible time to work out the details of the schedule according to the expressed desire of the Canadian people. No sooner had this announcement been made than business men with varying interests arrived to lay views before the Administration which they had not conceived to be necessary earlier in the game. Mr. Fielding has been consistent throughout, in that he gave no one interest preference over others as regards hearings after the committee had gone out of commission. A large supply of documents have come into his hands, some of them affecting lines of trade which did not appear at the enquiry, and the greater number supplementing statements already made.

By far the heaviest part of the revision has fallen upon the shoulders of Hon. W. S. Fielding. He has worked night and day. Even in the forenoon, when ministerial offices are always open to visitors, his door has been closed, and parties who came up for a last say on the tariff were politely informed that there was no admittance. It has been in the evenings that the committee appointed by Council to deal with the tariff held their meetings privately. Sir Richard Cartwright and Hon. William Paterson on these occasions added their opinions to those of the Finance Minister, and incidentally knotty points where it was especially desirable that no mistake be made were talked over by all the Ministers in Council. This is understood to have been the case with such matters as the duty on coal oil, iron, woolens, cotton goods, spirits, etc., and when they come up in the House, as they certainly will for final argument, the Government will present an unbroken front.

Finding that they could not lay their case before the Ministers together, they went about it in a most sensible way, and saw one member of the Government after another, and in many cases where the interests were confined largely to certain localities, the men who represent these places on the floor of Parliament were called on to use their influence, and did valiant duty on behalf of their constituents.

Among the most notable examples of this sort of thing has been in the coal oil interests. Although be it known the feeling against these men is not what it was in Canada six months ago, they have had every reason to believe that the Government would accede to the popular demand for a reduction in the duties on this article. Men who have all their money invested in oil wells, refineries, etc., have been here accordingly all last week interviewing the Administration whenever an opportunity presented itself. And men like John Fraser, M.P., and James Lister, M.P., representing the two Lambtons, have exerted themselves tooth and nail to ward off what they consider would be the annihilation of that part of Canada. They have not had the least reason to believe that their views are being received favorably. On the whole, members of the deputation are far from sanguine, and the general impression is that this is one of the lines which stands most likely to undergo a small reduction in duty, probably to 4c. a gallon, although it is admitted that the coal oil men made one of the strongest cases that was presented to the Tariff Commission. Said one member of the deputation here last week : "Where we made one great mistake was in not exerting ourselves earlier to correct the misapprehension which had been sown in the minds of the farming classes all over the Dominion by stump orators."

Since the announcement of the Finance Minister that the tariff will be publicly announced on Thursday of next week it is certain that the Ministers will watch things closely to see that not a whisper gets out likely to influence the trade market. A newspaper paragraph in one of the Montreal papers has been responsible for the doubling of the excise revenue last month and a similar influence was exercised in the Customs entries, which went up by $700,000 over the figures of March, 1896, through the large amount of whiskey and spirits being taken out of bond.

The conference between Sir Richard Cart-

wright and Hon. L. H. Davies representing the Canadian Government and the America Administration has resulted in one arrangement which should save considerable revenue to both countries. They will curtail the transactions of line houses down on the boundary between Maine and New Brunswick, and keep down the smuggling in the Gulf of St. Lawrence, which means on a barrel of spirits 60 above proof something like $144 loss of revenue.

ECONOMY ON THE ST. LAWRENCE CANALS.

A PART of the economy which the Dominion Government proposes to practise is a reduction in the working staff on the St. Lawrence canals.

It is to be hoped that this reduction will not be made until it is settled beyond all peradventure that it will not, to the slightest extent, impair the efficiency of the staff.

Under the best conditions, canal traffic is necessarily slow; and any action on the part of the Minister of Railways and Canals which would tend to retard instead of help in the premises would be most unwise.

Economy is saving a dollar where it can be judiciously saved; it is not economy to save a dollar when one hundred and fifty cents is lost thereby.

No business man would think of dispensing with the services of a clerk did he know that by so doing his staff would be so weakened that customers could not be served promptly.

We are quite convinced that the Government has no intention of impairing the working staff on the St. Lawrence canals. Whatever reductions it proposes to make are no doubt actuated purely by a desire to practise economy.

But zeal for economy can be productive of recklessness, just as disregard for the value of money leads to its wasteful expenditure.

The Montreal Board of Trade has declared that any reduction in the working staff would "add greatly to the delay in getting vessels up and down the canals." And the Board of Trade should know, and evidently does know, what it is talking about.

That organization has no political ends to serve. Its concern is only for the commercial interests of the country. It is well, therefore, that the Hon. Mr. Blair should read, mark, learn and inwardly digest the representations the board has already made to him and those which it may in future make to him in regard to this or any other business matter.

BUSINESS AND POLITICS IN HALIFAX.

HALIFAX has after all decided to support the extension of the Intercolonial Railway into Montreal. The Board of Trade, by a vote of 17 to 4, decided that the extension was the correct thing, although some of the members thought the best thing the Government could do would be to hand the road over to the C.P.R. The City Council, or some members of that body, withdrew their opposition and the resolution of approval passed unanimously.

Politics are lively and trade is dull. The weather has had a backward tendency. Roads are almost impassable and shore traffic is only beginning. There will be very little doing before the first of May.

George Mitchell, one of the Liberal candidates for this county in the local election, is one of our leading West India merchants. J. F. Stairs, on the Conservative side, is a former president of the sugar refinery, and M. T. Foster, on the same side, is a leading tea merchant. Mr. Mitchell is vice-president of the Board of Trade.

J. E. Hills and J. F. Ryan, retail grocers, are candidates for municipal honors.

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M.&L.Samuel,Benjamin&Co
TORONTO, CAN.

Iver Johnson's Arms and Cycle Works

FITCHBURG, MASS. U.S.A.

CATALOGUES, BOOKLETS, ETC.

THE YELLOW FELLOW YEAR BOOK.

THE "Yellow Fellow" Year Book has just come from the hands of the printers. It is exceedingly striking and effective. In size it is 10½ inches by 6 inches. The cover is of rough-faced stock, buff color, and the cover design is as unique as it is attractive. It represents a flight of swallows thickly bunched together, forming a deep black surface, upon which appears the title "The 'Yellow Fellow' Year Book" and a row of conventionalized hollyhock plants, printed in deep yellow. The frontispiece consists of a full-page view of the three factories of E. C. Stearns & Co., the main plant at Syracuse, the Canadian branch at Toronto and the Paris, France, factory at Puteaux. The reading pages of the book are only three by six inches in size, leaving a broad margin which is filled up either with conventionalized flower forms printed in deep yellow or with marginal illustrations reproduced from wash drawing. The illustrative features of the catalogue throughout are extraordinarily clever. They comprise for the most part cycling scenes of a dainty and attractive character. The various models made by E. C. Stearns & Co. are shown to the best possible advantage, and the internal mechanism is explained in the fullest detail both by descriptive reading matter and by carefully executed illustrations.

Among the models shown are : the Special, which lists at $125 and is claimed to be the lightest practical roadster on the market ; the Model A, which is the regular $100 wheel for all kinds of service ; the Model B, for heavy-weight riders ; the Model C, for ladies ; the Racer, combination and diamond frame tandems—the last two listing at $150.

Great stress is laid upon the admirable qualities of the new Stearns semi-flush joint, which is a three-ply or triple joint of great strength. The options are exceedingly broad, probably as broad as any wheel which will be put out this season, and on any one of the models a rider can secure a wheel as closely fitted to his individual wants as if the bicycle were made to his particular order. Both the front and rear sprockets are detachable and several different sizes are offered, so that one can secure almost any gear that is feasible. Eight different styles of handle bars, four lengths of cranks, eight heights of frames, several varieties of pedals and brakes, three varieties of seatposts, all kinds of saddles, and a number of other options are shown in the catalogue.

Among the brand new ideas are the Stearns gear case which the catalogue says is "made in compact form of black waterproof leather stretched over a tough bent wood frame and laced at the ends and bottom, and the Stearns tire." While Vim or Hartford single tube tires are used as the regular equipment of Stearns bicycles, the New York single and double tube, Morgan & Wright quick repair double tube and Dunlop detachable tires are offered as the options.

Although the '97 Year Book is one of the most expensive catalogues ever gotten up, E. C. Stearns & Co. have decided to distribute them gratuitously, and they may be had upon application to their agents or to the American Rattan Co., Toronto, Canadian selling agents.

The different models may be seen at the warerooms, 177 Yonge street, or 298 College street.

BOOKS AND SUCCESS.

"WHEN a boy," said Horace Greeley, "I would go reading to the wood pile ; reading to the garden ; reading to the neighbors. My father was poor and needed my services through the day, but it was a mighty struggle for him to get me to bed at night. I would take a pine knot, put it on the backlog, pile my books around me and lie down and read all through the long winter evenings ; silent, motionless and dead to all the world around me, alive only to the world to which I was transported by my book."

How many a boy could tell a similar story ! How many a man in prosperity has found one of his greatest pleasures in books ; and to how many more have they proved a solace in poverty and pain, a refuge from care, a pleasant substitute for gloomy thoughts !

Perhaps no other thing has such power to lift the poor out of his poverty, the wretched out of his misery, to make the burden-bearer forget his burden, the sick his suffering, the sorrower his grief, the downtrodden his degradation, as books. They are friends to the lonely, companions to the deserted, joy to the joyless, hope to the hopeless, good cheer to the disheartened, a helper to the helpless. They bring light into darkness, and sunshine into shadow.

We may be poor, socially ostracised, shut out from all personal association with the great and the good, and yet be in the best society in the world, in books. We may live in palaces, converse with princes, be familiar with royalty, and associate with the greatest and noblest of all time.

A book that starts a young person in a life career is a great power. The inspiration of a single book has made preachers, poets, philosophers, authors and statesmen. On the other hand, the demoralization of a single book has sometimes made infidels, profligates and criminals. Ossian's poems had a marked effect on Napoleon's life, and he was never weary of sounding the praises of Homer; but his reading was very extensive, including histories of all times and all countries, mathematics, Virgil, Tasso, books on theology and legislation.

Cotton Mather's "Essay to do Good" read by the boy Franklin influenced his whole life. He advised everybody to read with pen in hand and to make notes of all they read.

Emerson's book on nature affected Tyndall's whole career.

Beecher said that Ruskin's works taught him the secret of seeing, and that no man could ever again be quite the same man or look at the world in the same way after reading him. Samuel Drew said, "Locke's 'Essay on Understanding' awakened me from stupor, and induced me to form a resolution to abandon the grovelling views I had been accustomed to maintain." An English tanner, whose leather gained a great reputation, said he should not have made it so good if he had not read Carlyle. The lives of Washington and Henry Clay, which Lincoln borrowed from neighbors in the wilderness, and devoured by the light of the cabin fire, inspired his life. In his early manhood he read Paine's "Age of Reason" and Volney's "Ruins," which so influenced his mind that he wrote an essay to prove the unreliability of the Bible. These two books nearly unbalanced his moral character. But, fortunately, the books which fell into his hands in after years corrected this evil influence. The trend of many a life for good or ill, for success or failure, has been determined by a single book. The books which we read in early life are those which influence us most. When Garfield was working for a neighbor he read "Sinbad the Sailor" and the "Pirate's Own Book." These books revealed a new world to him, and his mother with difficulty kept him from going to sea. He was fascinated with the sea life which these books pictured to his young imagination. The "Voyages of Captain Cook" led William Carey to go on a mission to the heathen. "The Imitation of Christ" and Taylor's "Holy Living and Dying" determined the character of John Wesley. "Shakespeare and the Bible," said John Sharp, "made me Archbishop of York." The "Vicar of Wakefield" awakened the poetical genius in Goethe.

As soon as a peasant passes from a simple life of labor to an easy life, or to the ownership of landed property, he grows unbearable. He forms a class which is half virtuous, half vicious, half educated and half ignorant, which will always be the despair of Governments — "Architects of Fate."

PUSHING OUTDOOR GAMES.

HARDWAREMAN recently offered prizes for essays on the best way to push requisites for outdoor games. The following is one of the prize-winning essays :

One of the chief essentials in making a big success of this branch is that the head of the firm (or, at least, the head of the department and those who have a share in working it) should take a deeper interest in the articles they are selling than merely regarding them as so much stock to be sold at a profit. In other words, they should all be votaries of sport in some form or other—the more varied the better. Nothing else will give them such an intimate knowledge of a customer's probable requirements or so much patience in entering into his private and individual fancies. Apart from this—although the average Briton's love of sport is proverbial—the more it is fostered the more it thrives. It is in this direction that the ironmonger should be very much in evidence, taking an active part in promoting and organizing cricket, football and other athletic clubs in the district, and maintaining a lively interest in them after they have been successfully floated.

A price list should be issued twice during the year—one in the spring giving prominence to requisites for summer games, and one early in the autumn for football and other winter requirements. Tempting lines might be offered in each of these to clear the remains of the off-season's stock. These lists should be something more than mere price lists, and should contain, among other matter, lists of fixtures of matches, athletic meetings and other like events, lists of various records in the athletic world, and anything beside that would be likely to interest the sporting public. These should be liberally distributed among the general public, but particularly so in the case of the various club secretaries, who will probably be among the best customers. Advertisements in the best papers can be made very effective by means of pictorial blocks. Programmes of all kinds of race and athletic meetings should be utilized for the same purpose, which will be a sure way of getting into communication with the secretary. Exhibits of prizes for forthcoming events should be displayed as a means to the same end, and in addition these form a never failing source of attraction. Also any curiosities, such as, for instance, a cricket bat used by a famous player and having its history attached, would always draw a crowd. Earliest results of matches and particulars of events should be conspicuously posted, especially when they are of national or local importance and interest. In addition to occasionally presenting prizes to the various clubs a somewhat novel competition would be to offer every month, say during the cricket season, a prize bat for the nearest guess on a post card of the total score which will be made by a noted player of the county team during the following month. This offer should be extensively advertised, and would be certain to create a great amount of interest in the locality. Fishing (to any but those who have once experienced the delights of landing a two-pounder) is a slow game, but fishing rods and tackle should be included in every up-to-date ironmonger's sports catalogue, which should also give useful information about the fascinating pastime, with particulars of the best and most accessible streams, and giving the close seasons for the different kinds of fish.

Cycles are such a distinct branch in themselves that they are entitled to special treatment at the hands of the cycling enthusiast of the firm, but the issue of such a catalogue as sketched here would be hardly complete without some mention of them, and the opportunity of advertising should not be lost.

Every man is looking for a soft thing, but he doesn't yearn for it in the shape of a muddy highway.—L.A.W. Bulletin.

It's the Goods

The advertising helps some, as it will any good article when properly done. **But it's the goods that does the business.**

Advertising will help to start trade, but only the goods will hold it. It would be worse than folly to spend money in advertising a poor article or a poor business—it would be ruination. Only the best goods, or a good store, or well conducted business, can be successfully advertised.

It's the QUALITY of **THE SHERWIN-WILLIAMS PAINTS** that has made them so successful—that has built up the largest paint business in the world. There is a something about each kind of them that "touches the spot" as it were. They do the work they're made for just the way you'd wish it done—every time.

THE SHERWIN-WILLIAMS CO.
Paint and Varnish Mfrs.

WALTER H. COTTINGHAM
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

A CRITIC ON NAILS.

A builder of Everett, Mass., brought into the local newspaper office a collection of nails, with an interesting story about them. He said that it had recently been stated in some of the scientific papers that the cause of the rapid rusting of the nails used for shingling houses near the seashore was the action of the salt in the air and the acid in the shingles. This gentleman disagreed with this theory, and showed several wrought-iron nails drawn from an old house in Everett, and others taken from a house erected about eight years ago. The wrought-iron nails were still in thoroughly good condition, although the house is said to be about 250 years old, and the part in which they were had been exposed to the weather for a score of years, because of its neglected condition.

The nails driven eight years ago had been reduced from 1½ inches in length to the size of a amall tack, and were entirely useless, the shingles blowing off long before they were worn out. The explanation given was that the quality of the iron used nowadays was so much inferior to that employed years ago that the nails soon rusted, until they crumbled when being drawn from the building. He said wire nails were as bad, or even worse.

LOSSES BY BAD DEBTS CAN BE REDUCED.

IT would seem, as credit has been a part of the commercial life of civilized man in all ages, that the system of judging and granting credits should by this time have become almost perfection, that losses from bad debts should now be confined to those debtors only involved by fire, flood or famine, writes Thomas S. Cousen in an evchange. As a matter of fact, it is a question if losses generally by bad debts are not greater to-day than ever before; they certainly have not decreased in proportion to the decrease in the percentage of profits obtainable upon merchandise.

What, then, is the cause of these losses from bad debts?

In the writer's opinion an insufficient knowledge of the creditor's condition when the risk is taken, or too lenient course when the bill matured: in many cases both.

Almost twenty years ago when the writer was acting as manager for one of the leading mercantile agencies in a city on the Missouri River, one of the subscribers to that system was Mr. Mc., then and now the leading wholesale grocer in that section.

Making an enquiry upon a party one day Mr. Mc. said to me, "I have a first order from this man of a small amount, accompanied by the cash, but I want your report."

Lacking then the experience since gained, the writer asked what is the object of getting a report upon a man who is not asking credit? His reply was, "I always get all the information necessary to remove any and every doubt as to my knowledge of a man's actual condition, before the name goes on my books, then I mark on my ledger the terms and limit of credit I am willing to give him, and before any subsequent order is filled the ledger is consulted to see that neither have been exceeded.

When the bills of my customers mature, and if from any I receive a request for additional time, with the varied excuses usually given, I reply, "You can have all the time you want, but if I grant the additional accommodation I must be secured now; when you bought these goods upon the terms agreed upon, we two entered into a contract. I have kept my part of it, but you, by your request for further time admit that one of two things is true, first, either you overestimated your own condition when you entered into this contract, or, second, your condition has changed for the worse; in either case I, who have fulfilled my part of the agreement, should not be asked to assume the additional risk involved by your admission of a mistake or a misfortune."

Such has been the policy of this house, from their start in a very small way about fifty years ago until the present time, with this result: they sell the best trade in their section, (it was said of them, that they could paste their price list on the back of a ten-year-old boy and have him walk through the towns and he would secure the orders,) receiving promptly the money for goods sold, they discount all bills, and are in a position to buy in the largest lots their trade justifies, hence their customers are always sure that the prices quoted by them are the market.

They are rich and prosperous, while the majority of their competitors have fallen by the wayside.

They followed correct principles of credit giving in the first place by spending all the money necessary to furnish them with reliable data upon which to base their credits.

Many houses invest liberal amounts in improved machinery for manufacturing or handling merchandise, secure high-priced salesmen, in fact equip themselves with every "up-to-date" device applicable to their business, insure fully against losses by fire, every expense being generous until the credit department is reached, but there they "cannot afford" to invest in any additional systems or methods of obtaining information, or any additional clerical help to compile, analyze and gauge at its true worth the data received.

Many managers of credit departments seem to have fallen into a rut, and do not realize that other credit men, by a system of co-operation are securing the most valuable information regarding the condition of their customers by telling each other how high a line of credit has been given, how much, if any, is owing or due, terms upon which the account is sold, how payments are made, etc., and through this method of interchange they are reducing their losses.

DUTY ON CONSIGNED GOODS.

The Washington correspondent of The N.Y. Journal of Commerce writes: "It has not yet been decided whether the administrative tariff shall be attached to the bill in the Senate or not. The Senators may yield to the clamor for haste to the extent of reporting the bill fixing rates without the administrative sections. This will leave them free to take up the adminstrative problem later in the present session, or at the next session. There is little doubt that the Board of General Appraisers will be reorganized when this is done. A proposition which has been somewhat discusssed in committee is the levy of a discriminating duty upon consigned goods, with the object of stamping out consignment. There are members of the committee who would like to see this done, but they have been advised by the experts that it would not accomplish any substantial results. The duty would stamp out consignments absolutely if it could be enforced. The difficulty would be to prove in any given case that goods were consigned instead of purchased. This difficulty would be so insuperable that it is believed the practice of consignment could never be broken up. Fictitious sales to consignees, with the proper documents, would make it impossible for the Government to prove that there was not a real sale, and even if a case were on the verge of proof now and then, the sale could be converted into a bona fida one by actual payment. It is believed by experts that cases are already occurring under existing law where consigned goods are declared to be purchased goods, in order to escape the prohibition of section 7 of the Act of June 10, 1890, that 'No such addition shall be made upon entry to the invoice value of any imported merchandise obtained otherwise than by actual purchase.' If deception is already practised for the trifling benefits obtained under existing law, it is believed that it would become much more common where a discriminating duty might be evaded."

INSURING CLERKS' HONESTY.

A Cleveland newspaper mentions a novel scheme adopted by a hardware merchant of that city to insure himself against loss by the dishonesty of employes. When a new man comes into his employ he is called to the office, where there is a private interview. The employer promptly comes to the question, and asks the man if he thinks that he is honest. The replies naturally vary in frankness, but that is immaterial.

"Well, replies the merchant, "if ever you have an inclination to steal, just come to me and I will give you the amount you thought of taking. Have no hesitancy, but come right up and I will gladly give it. We will thus save your character and I'll save a clerk."

In all his experience only one man has come to him for this purpose, and he was in desperate straits. As for any money being stolen—never.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

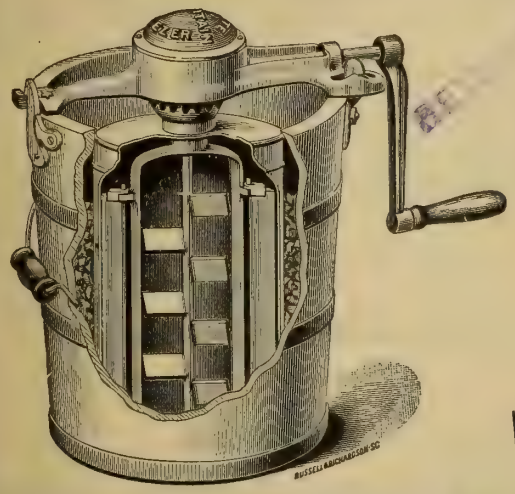
37 West Front Street., TORONTO.

BINDER TWINE—5-lb. balls—Samson and Lion Brands are the best.

Ice Cream Freezers

WHITE MOUNTAIN TRIPLE ACTION

BEST IN THE WORLD.

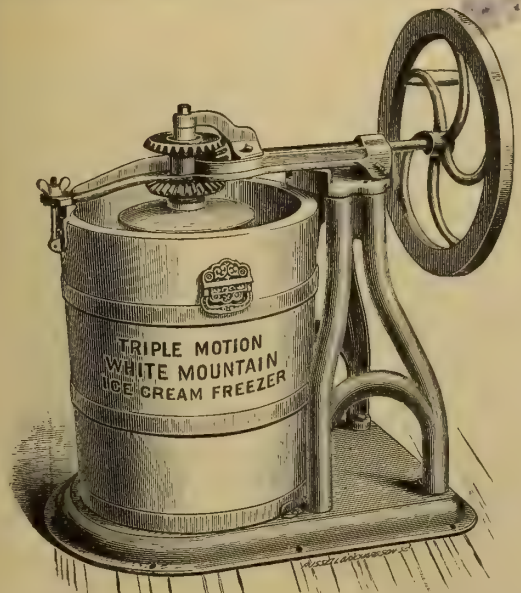


Sizes 1, 2, 3, 4, 6, 8, 10, 12, 15, 20, 25 Quarts.

SEASON 1897

WRITE for our PRICES

WITH FLY WHEEL. 15, 20, 25 Quarts.

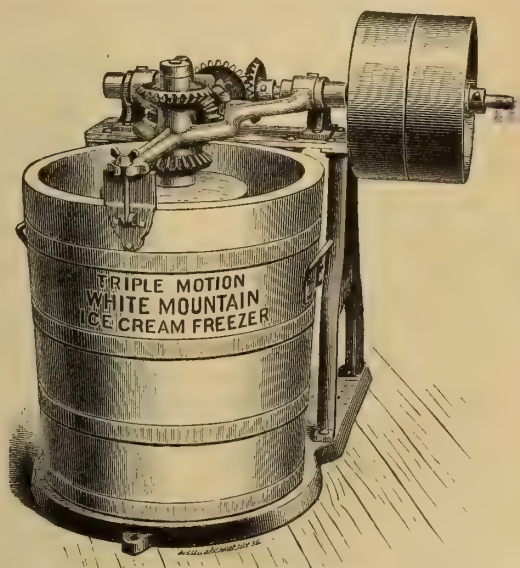


GALVANIZED PLATFORM. 15, 20, 25 Quarts.

Special Close Prices

FOR . . .

PROMPT ORDERS



SAMSON POWER. 25 and 40 Quarts.

BINDER TWINE—5-lb. balls—Samson and Lion Brands are the best.

H. S. HOWLAND, SONS & CO.

...GRAHAM Cut and Wire Nails are the Best. Write for prices...

Allison Ranch Hydraulic Mining Co.

TREASURY STOCK $125,000

LIMITED LIABILITY

Authorized Capital, $250,000.
Divided into 50,000 Shares of $5.00 Each.

10,000 Shares are now offered to the public at Five Dollars per Share.

SMALL CAPITALIZATION MEANS LARGE DIVIDENDS.

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HEAD OFFICES—New Westminster, B.C.

The Company's Claims Consist of 640 Acres of Auriferous (Gold-Bearing) Gravel.

This property has been personally tested and examined by Messrs. W. S. N. Wills, Mining Engineer, and R. C. Lowry, A.M.I.C.E., both of whom have reported very favorably. Following are brief extracts from their respective reports :—

"In conclusion, I would say that I consider this one of the best hydraulic propositions that I have seen in British Columbia."
"W. S. N. WILLS, M.E."

"The line of ditch is an easy one; no rock cutting will, most probably, be required, and very little fluming will be needed. I think the property an excellent one." "R. C. LOWRY, A.M.I.C.E."

Six shafts have been sunk, aggregating one hundred and ninety-seven feet. Illustrated prospectus, giving full information as to the Company's properties, and also interesting details of hydraulic mining, will be furnished on application to

W. H. HALL or C. R. TOWNLEY At the Company's Offices Telephone 2,609. **56½ King St. East, Toronto**

THIS ENGRAVING is from a photograph of a portion of the Allison Ranch Hydraulic Mining Company's benches of gravel, showing Miners at work on the bed of the Tulameen at low water by means of wing dams. This mode of mining is of course very primitive and expensive and the gravel must be very rich to make it pay, as after the wing dam is built in the river the gravel has to be shovelled into sluice boxes and washed through. The fact that this class of mining has been carried on for thirty-five years in the immediate vicinity of the Company's properties proves the existence of Gold in the gravel in paying quantities.

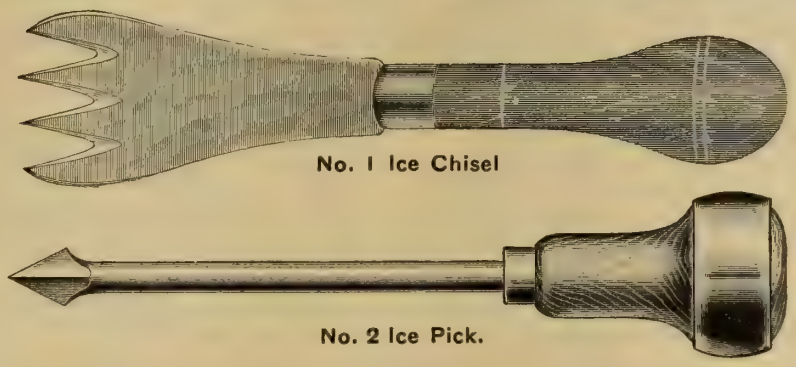
Jellstone EVER-READY Kalsomine

BY ADDING COLD WATER AS REQUIRED.
Painters everywhere using it. Takes the place of whiting and glue preparations.

SANDERSON PEARCY & CO.
61, 63 and 65 Adelaide St. West - - TORONTO.

THE KNAPP & COWLES MFG. CO. BRIDGEPORT, CONN., U.S.A.

Send for Catalogue of Full Line of Family Ice Tools and Hardware Specialties. . . .



No. 1 Ice Chisel

No. 2 Ice Pick.

Cast Steel Blade leaded into hard-wood handle.

Tempered Cast Steel Blade with wood handle and malleable band.

Lawn Mowers (High Wheel)

Garden Shears Long and Short Handles

Spray Pumps Myers' Pat.

Garden Syringes

Canadian and English

We are offering Special Values in some of the above.

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

Established 1860. Incorporated 1895.

ENAMELLED WARE

"CRESCENT," "ROYAL" and WHITE.

Practice makes perfect. The goods we are turning out in this line are all right. Every piece of any of the above brands guaranteed not to chip or burn. If you have not already had some of our "Royal" ware, send for samples. It is the prettiest line of goods ever offered in Canada. . . . .

The Thos. Davidson Mfg. Co. Ltd. - - - Montreal

DISHONESTY AMONG EMPLOYES.

IT is to be hoped that the wholesale robbery by the employes of a certain large business concern referred to last week will not be an unlearned lesson.

It is most deplorable that employes should steal from their employers, but it is still more deplorable when the heads of departments and clerks should act in collusion in systematic robbery, such as that chronicled last week.

Since the expose rumors are rife regarding the honesty of the employes of other business institutions where a large number of persons are employed as clerks, etc. And thus it becomes that a general suspicion rests upon innocent and guilty alike.

While nothing can excuse dishonesty on the part of an employe, yet the management is not always without blame when goods are surreptitiously taken from the store or warehouse.

If they do not pay honest wages they cannot but expect dishonesty from their employes. No man has a right to demand more labor from another than he pays him for, any more than he has a right to give a customer three pounds of a certain commodity when the latter has paid him for four pounds.

Justice is not jug-handled. It is for the employe as well as the employer, for the buyer as well as the seller.

But two wrongs do not make a right. Unjust as a man's wages may be, it does not warrant his purloining his employer's goods or his money. His is to do his duty under all circumstances and on all occasions. And his duty is to at all times do his very best and to keep himself honest, even if he be getting but fifty cents on the dollar, as it were, for his services.

All dishonesty is by no means due to inadequate remuneration for services. In the particular instance referred to, for example, the firm appears to have paid at least fair salaries.

No; dishonesty in a great many instances, perhaps in a majority of instances, is due to men, old as well as young, essaying to swim in a higher social circle than their position warrants.

Let merchants manage their business well, and there will be less opportunity for dishonesty on the part of their employes. To proper management, let there be fair wages, and the probability of dishonesty will be reduced to a minimum.

Dishonesty is never excusable, but let employers see that they do not create anything that may be used as an excuse for dishonesty.

MAKE IT PLAIN.

When you start to write an ad.
Make it plain !

Whether it be good or bad,
Make it plain !

Do not, when the ad. is seen
In bold type, so clear and clean,
Have folks wonder what you mean—
Make it plain !

Don't use words so big and grand—
Make 'em plain !

Else folks cannot understand—
Make it plain !

Just remember when you write
That the sense should be in sight,
If the people you invite—
Make it plain !
—Printers' Ink.

TO CURE SHEEPSKINS.

In curing sheepskins the skin should be laid on a smooth board, with the wool side underneath; stretch well and fasten down with tacks. All bits of fat, etc., should be well cleaned off, and the skin well brushed over with a brush and a solution of salt and water. Dissolve 3 oz. saltpetre in 2 quarts of warm water, and brush over several times daily for about twenty-one days with this solution.

BLUE ROCKS BLUE ROCKS BLUE ROCKS

TRAPS, ELECTRIC PULLS

Carload just received.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants,

LONDON, ONT.

Write for Prices.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

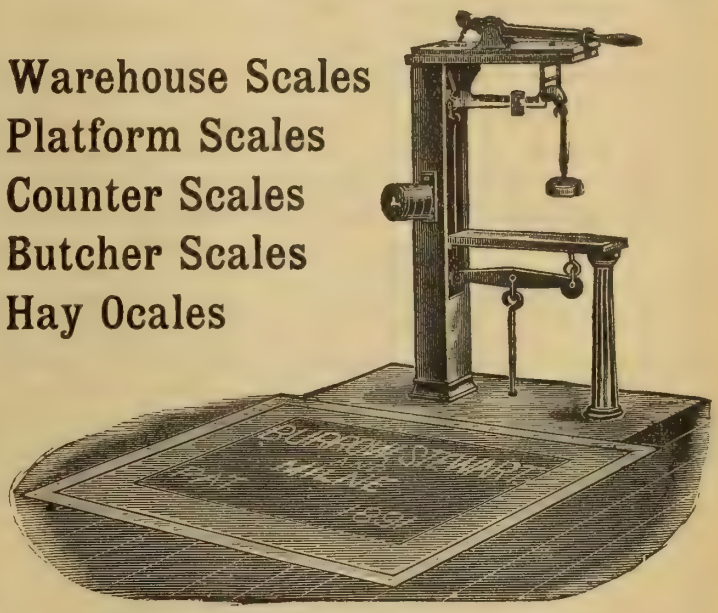
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Ocales



We carry large stocks in Winnipeg and Montreal, and ship from these points.

Scales for all purposes, of every capacity, from 1 drachm to 100 tons.

Agents for Manitoba, Western Territories and British Columbia.

Merrick, Anderson & Co.,
WINNIPEG.

BURROW, STEWART & MILNE

MANUFACTURERS

Hamilton, Ontario.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.

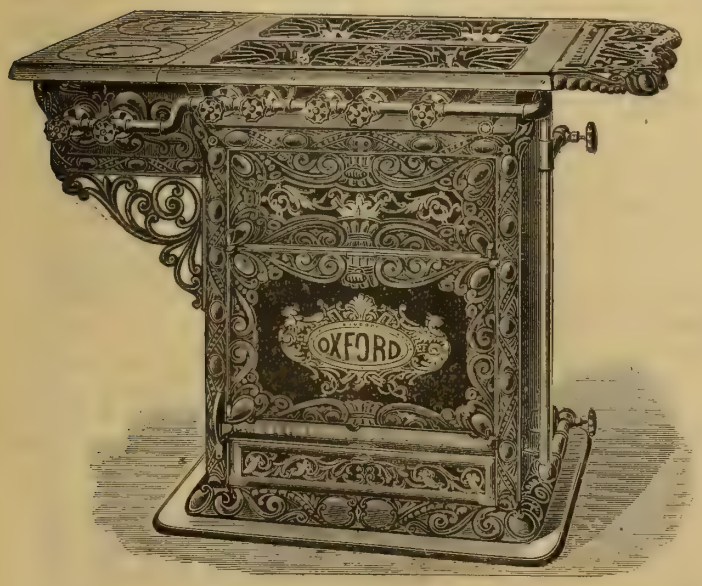
W. L. Haldimand & Son,
MONTREAL

Oxford Gas Stoves

400 and 500 Series

NEW AND ORIGINAL DESIGN FOR SEASON OF 1897

ARE BUSINESS BRINGERS.



FEATURES

Drop Spring Balanced Oven Door.
Flush Top Surface.
Removable Griddles Over Each Burner.
Needle Point Valves. Adjustable Air Mixer.
Powerful Cast Iron Burners and Tubes in One Piece.
Improved Pilot Lighter.
Bodies Japanned and Baked Inside and Outside.
Powerful Water Heater.
Drilled or Sawed Burners, as Desired.
Simmering Burner with Each Range.

We manufacture this range with Single Oven, Single Oven and Water Heater, Double Oven (one Roasting and Baking Oven and one Broiling and Toasting Oven), and Double Oven and Water Heater. We are the originators of this style Range with the **BROILER OVEN ON TOP**, the convenience of which will be at once appreciated, as stooping is obviated when watching the process of cooking.

Roasting and Baking Oven, 18 x 18 x 12 in.
Broiling and Toasting Oven, 18 x 18 x 6 in.

A First-Class Range--Reasonable in Price

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The GURNEY FOUNDRY CO. Ltd., Toronto.

THE GURNEY-MASSEY CO. LTD., MONTREAL.

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HARD SOLDERING OR BRAZING.

HARD soldering or brazing is a difficult process, and requires iron binding wires and binding pliers for securing the parts of the work together, a blowpipe, a pan of charcoal or coke, borax, solder, and a piece of wire flattened out at the end like a spatula, to apply the solder to the work. The borax must be pounded in a mortar, and is better if passed through a sieve. The solder should be washed with water to clean it, and mixed with the powdered borax, and clean water added. The mixture should be applied to such parts of the work as require soldering with the flattened wire or "charger," then turn on the gas and the blast until no yellow appears in the flame, and direct the flame upon the solder until it melts. This is the process in a few words, but it is not so easy as it looks, and much experience is required to judge of the heat that various articles of different bulk take to make a good joint. It sometimes happens that a thick heavy casting and a light thin stamping have to be soldered together; in this case, the blowpipe flame should play upon the casting only, and be kept away from the stamping and the solder until the former is red hot, when the flame may be directed for a few seconds upon the solder to make it run. The flame should be kept moving, and the whole mass should warm up uniformly. The difficulties of the solderer of chandelier work are often increased by the designer, who makes the scrolls, etc., with thick and thin parts in close proximity, when the job becomes one of extreme delicacy and difficulty. Much care and skill are required in tying the various portions of the work together; this, in fact, in some cases is the most awkward part of the process. To make a butt joint or a series of butt joints of two or more pieces of metal arranged in a straight line requires some such device as a piece of strong wire, as a "backbone" against which the pieces of metal may be tied and their ends caused to meet. When an article, the metal of which is of doubtful composition, has to be hard soldered, careful note should be taken of the sound it gives when struck, the color after cleaning or dipping, and the fracture. By these means it is frequently possible for an experienced workman to make a shrewd guess at the temperature at which it will be safe to solder, and to select his solder accordingly. The quality of solder used in hard soldering, or rather the point at which it will melt, depends upon the mixture of its component metals, so that in cases where the solder obtained from a dealer does not answer the purpose because it requires too much heat, it is advisable to mix with it a little bar tin filings, by which means the melting point can be lowered as desired.

EXPORTS OF STEEL RAILS.

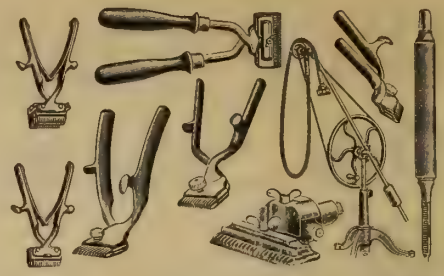
There is no article produced in the iron industry as to which the conditions of manufacture and export are simpler or better understood than steel rails, and in no commodity of the kind has greater competition taken place. It would consequently be reasonable to assume that the country which had the largest export trade in steel rails, and the supply of railway requirements generally, would be the country of all others to possess a commanding position in the iron industry. According to the following table, which has been compiled by an English concern, it will be seen that the exports from the United States, in comparison with the other countries, show the greatest increase for the year. According to a well-informed party, if a good share of the outstanding business this year comes this way, as it is expected, the exportation of rails will almost be double that of last year. The exports of rails from different countries were :

	1895 Tons.	1896. Tons.
United Kingdom	457,552	749,106
Germany	162,246	181,577
Belgium	86,452	97,572
France	10,535	15,782
United States	8,807	75,503

As will be seen, the United Kingdom did 50 per cent more than the other competing nations together during the year. Her increase, however, over 1895 is not as favorable as that of the United States.—N. Y. Journal of Commerce.

BICYCLES ON INSTALMENT.

A writer from a near-by city makes the following rather caustic comments on a method of bicycle selling that became rather too common last year: "One bad business feature will be very severely avoided this year, i.e., the plan of selling wheels on a small cash payment and the balance in monthly instalments. Many of the dealers sold wheels with a payment of only $5 down and $2 per week. One of the latter now has forty-four second-hand wheels in his store that he had to take back from parties who made the small payments and used the wheel during the season and then turned in the wheel with the excuse that they could not make any more payments. It was cheaper to buy a wheel and make the payments than it was to rent one, and advantage was taken of the opportunity. This season such people can expect different treatment."



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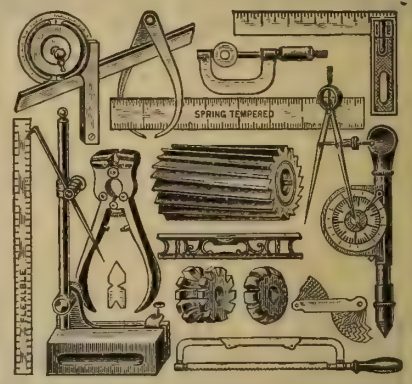

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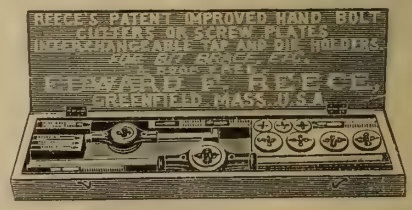

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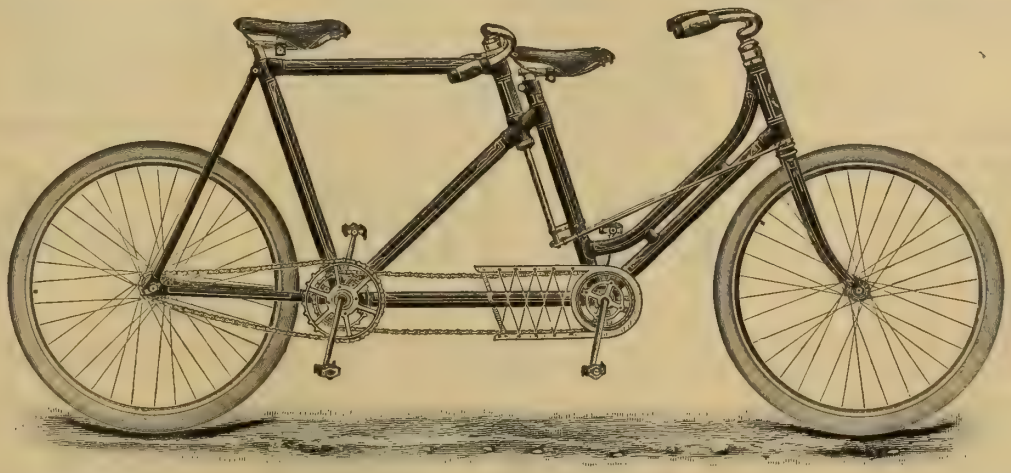

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Singles and Tandems. In all Sizes.

SEARCH-LIGHT LAMPS. STANDARD CYCLOMETERS.

Caverhill, Learmont & Co. Sole Agents for Canada **Montreal**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 15, 1897.

HARDWARE.

THERE has been a moderate week's trade in general and shelf hardware. Barbed and plain fencing wire have been asked for to a fair extent, and wire nails, since the change, have been more active on Quebec province account. Cut nails also have received rather more attention, and the steady demand for horse nails has been kept up. The same remarks apply to screws, bolts and nuts. Spring tools naturally show more activity, and pocket cutlery is in fair request. A notable feature about the orders coming in, however, is that they are chiefly for moderate quantities of the different lines of material. This cautious feeling is, of course, due to the tariff uncertainty.

BARBED WIRE—Enquiry for barb wire has been fair this week. We quote: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f. o. b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

ORDINARY FENCE WIRE—Business has been of a fair character. Discounts, 25 per cent. off the list 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—Trade fairly steady and discounts unchanged at 25 per cent. f.o.b. Montreal.

WIRE NAILS—There has been a better business in wire nails this week. Discounts in Ontario are: 80 and 10 per cent., and in Quebec they vary.

CUT NAILS—There have been fair orders booked for cut nails this week. We quote: $2.15 f.o.b. Montreal for this province, and $2.25 for 10-keg lots delivered in Ontario.

HORSE NAILS—There has been a fair enquiry for these also in a small way at 50 per cent. discount.

HORSESHOES—Business as last noted. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS—There is a fair trade passing in screws. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—Business fair and discounts 10 to 12½ per cent.

BOLTS—There has been a fair demand for bolts. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS—The same remarks apply to these. Discounts are: Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—A fair trade is passing in cordage. We quote: Sisal, 6½ to 7c. for 7-16 and upwards, and manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

CHURNS AND WRINGERS—Enquiry for both these lines continues much as it was last week.

SPADES AND SHOVELS—There is a fair enquiry for both spades and shovels, and discounts are unchanged.

TOOLS—There is a good enquiry for harvesting tools of all sorts.

AXES—Continue unchanged at $5 to $9.

BUILDING PAPER—There is a quiet enquiry for building paper. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—There has been some demand for leather belting this week and discounts are unchanged.

WARE—There is a moderate enquiry for tin and granite ware.

HINGES—Range from $2.50 to $3.60, according to size, with a fair enquiry.

CUTLERY—Pocket cutlery is in good request.

SPORTING GOODS—There is no change in these. Fishing goods continue fairly active.

CEMENT—There is nothing doing for prompt shipment in cement. We quote: Belgian, $1.95, and English, $2.05 to $2.10.

FIREBRICKS—These continue as last quoted, at $17.50 to $22.50, with enquiry light.

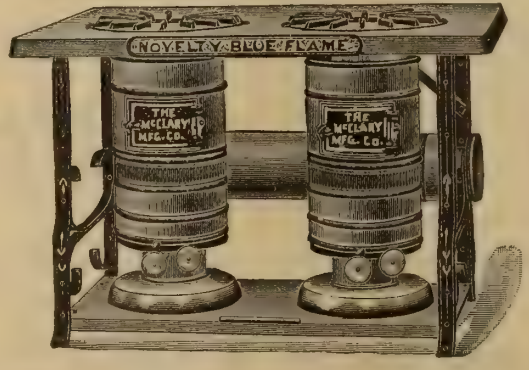
METALS.

There has been a fair enquiry for iron, steel and heavy metals during the week, but only for moderate quantities of material. Values, as a rule, are steady.

Blue Flame Oil Cooking Stoves

2 AND 3 BURNERS

POWERFUL HEAT AT SMALL COST



Steel frames and top that cannot break. Burners made of brass, with simple and effective wicking device.

Patent wick regulator, which prevents wick being turned too high or too low.

Large oil tank at back connected to burner with small tube, preventing oil becoming heated.

No perforated plates or braces to retain char or soakage from burner; **preventing odor.**

One burner boils one quart of water in 4 minutes.

ORDER A SAMPLE STOVE

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STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.
Most Profitable and Satisfactory Chain to Handle.

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Best Canadian and
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FRENCH
PLATE GLASS
THE BEST AND PRICES THE LOWEST
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Consolidated Plate Glass Co.
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TORONTO, MONTREAL, LONDON, OTTAWA

SUMMER
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FISHING TACKLE, LACROSSES, FOOTBALLS, BASE BAGS, PUNCHING BALLS, TENNIS, BOXING GLOVES, Etc. Our TACKLE stock is the finest in the Province, and we pay special attention to Mail Orders. Send for Catalogue B.

The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

PIG IRON — Sales chiefly in small lots to fill actual wants, at unchanged prices. We quote : Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No.2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50 ; Summerlee, $20 ; Carron, $20; Ayrsome, No. 1, $19 ; Eglinton $18, and Carnbro', $18.

BAR IRON—There is a fair jobbing demand and prices rule steady at $1.45 to $1.50.

BAND IRON—Sales of small lots are reported on the basis of $1.75.

HOOP IRON—Demand fair and prices steady at $2.25.

SHEET STEEL—This article is unchanged, staple gauges ranging from $2.60 to $2.70.

SHEET IRON—Business for forward delivery continues quiet and confined to small lots on the basis of $2.50.

GALVANIZED IRON—Trade is quiet at $4.50 to $5.50.

TINNED IRON—There is no change and the movement is small at $5.50 up to 20 gauge.

LEAD PIPE—Without change and little enquired for at 7 to 7½c., with 30 and 5 off.

PIG LEAD—In fair demand at $3.25 to $3.50.

INGOT COPPER—Unchanged at 12 to 13c.

INGOT TIN—Supplies continue light and prices are unchanged at 16 to 16½c.

SHEET COPPER—Business in this article is slow at 17½ to 18c.

IRON PIPE—A fair trade is reported in a jobbing way. Discounts are : ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5 ; 1¼ to 2 inch, 70 and 10 ; and 2½ inch, 70 and 10 ; galvanized pipe, 50 per cent.

CANADA PLATE—Moving slow at $2.60 to $2.65.

TERNE PLATE—Prices are fully maintained at $6.25.

TIN PLATE—The supplies are limited and prices firmly held. Coke, I.C., $3.25 to $3.45 ; charcoal, I.C., Alloway, $3.45 ; do, I.X., $3.90 to $4.00 ; P. D. Crown, I.C., $3.80 ; do. I.X,, $4.50.

COIL CHAIN—Without any feature of note.

BOILER PLATE—In fair request at $1.90 to $2.

SOLDER — The demand is steady, and prices range at 10½ to 11c.

SHEET ZINC—Unchanged at $5 to $5.25.

SPELTER — Demand slow and values steady at $4.50 to $4.70.

ANTIMONY—Without change at 10c.

SCRAP IRON—The demand is of a very limited character, and prices are nominal.

GLASS.

There has been no change in glass, while demand for future shipment is somewhat better than it was. We quote : First break, $1.35 to $1.40 ; second, $1.50 to $1.55 per 50 feet ; third break, per 100 feet, $3.30 to $3.35.

PAINTS AND OILS.

An active business in most lines is reported, and prices in all lines continue steady. White lead is in good enquiry, and the same can be said of all other lines.

BABBIT
Small or Large Quantities
Every Quality
HARRIS
Headquarters for Mixed Metals
W. G. HARRIS
25-31 William St. - Toronto
TELEPHONE 1729

NOVA SCOTIA STEEL CO.
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NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
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Manufacturers of all kinds of
Brass and
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536-542 Craig Street,
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Incorporated 1851.
ASSURANCE COMPANY
Fire and Marine
Capital, subscribed $2,000,000.00
Capital - - - 1,000,000.00
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Annual Income - 2,300,000.00
Head Office: TORONTO, ONT.
Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

White Lead—We quote : Choice brands Government standard, $5 ; No. 1, $4.62½; No. 2, $4.25 ; dry white, $4.50.

Red Lead—Steady as follows : 4c. in casks, and 4½c. in kegs ; No. 1, 3¾c. in casks, and 4c. in kegs.

Liquid Paints—In fair request.

Putty—Continues steady at $1.75 in bulk and $1.90 in the bladder.

Gum Shellac—Prices are held at 27c. for pale orange, with demand fair.

Paris Green—Continues active and firm. We quote : In barrels, 13½c.; drums, 14c., and in pound packets, 15c.

Linseed Oil—Values on spot remain at 44c. for raw, and 47c. for boiled, with 5-barrel lots 1c. per gallon less. Business is not very active.

Turpentine—Continues steady at 44c. in single barrels and 43c. in 5-barrel lots.

Varnishes—As last noted.

Seal Oil—Steady at 48 to 49c.

Naval Stores—Without change. We quote : Resins, $2.85 to $5, as to brand ; coal tar, $3 to $3.50 ; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Heavy chemicals are very firm abroad, but there is no change on spot. We quote as follows : Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 60 to 70c. ; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2 ; do. 70 per cent., $2 to $2.20 ; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50 ; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25 ; do. roll, $1.75 to $2.25 ; sulphate of copper, $4.25 to $4.50 ; white sugar of lead, 7½ to 8¼c. ; bich. potash, 10 to 12c. ; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50; glycerine, per lb., 22 to 25c.

PETROLEUM.

The market is quiet and unchanged. We quote as follows: Canadian refined, in carload lots, 15½c. per gallon ; smaller quantities, 16½c.; American prime white, in car lots, 18c. ; water white, 19½c., and astral, 21½c., less 2 per cent. In small lots prime white is quoted at 19c. ; water white, 20½c. ; astral, 22½c.

HIDES.

The hide market is steady at the advance.

ASHES.

The ashes market is easier and prices have declined 5c. per 100 pounds. Recent sales of first pots were at $3.30 to $3.35, and seconds, $3 to $3.05. Pearls are nominally quoted at $4.50.

ONTARIO MARKETS.

Toronto, April 15, 1897.

HARDWARE.

THE past week has not been noted for any special features. Trade in spades and shovels, garden tools and lawn mowers is a little better than it was. In such lines of heavy hardware as hinges, wire nails, etc., an improved business is also to be noted. Plough-line rope is in good demand. So are plough lines. Dealers in general are buying with a great deal of caution, awaiting the advent of the new tariff.

Barb Wire—This is still going out freely although the orders are small. We quote : In Ontario, barb wire, $2.75 ; plain twist, $2.75 per 100 lbs. ; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms : 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots ; in Nova Scotia and New Brunswick, $2.85 in less than carload lots ; in P.E.I., $2.87½ in any quantities.

Ordinary Fence Wire — Trade is much about the same as a week ago, orders coming in nicely and for fair quantities. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days ; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

Plain Wire, etc.—There has only been an ordinary demand for bright wire, but an improvement is to be noted in the output of coppered spring wire. We quote : Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London ; no freight allowance.

Wire Nails —A good deal of activity has characterized this line during the past week. Discounts are 80 and 10 per cent. for Ontario.

Cut Nails—A few carload lots have changed hands during the week, but as a rule the orders are for 10 to 25 keg lots. The recent advance in the base price has been offset to some extent by the revised list of extras. Base price, $2.25 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

Horse Nails—Trade is much about the same as a week ago. Discount, 50 per cent.

Horseshoes—Are still quiet. We quote : Iron, $3.35 ; steel—No. 0, 1,2, $5.35; 3, 4, $4.60 ; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton ; f.o.b. London, $3.40.

Screws — Business is fair. Discounts are : Flat head bright, 80, 10 and 10 ; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent. ; round head, 25 per cent.

Brass and Copper Wire — Trade is fair. Discounts, 10 to 12½ per cent.

Bolts—Trade is not so brisk as it was, although a fair number of bolts are being called for. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent. ; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb. Terms and deliveries as before.

Brass Butts — Business is moderate. Discount, 17½ per cent.

Rivets and Burrs — Trade is active both for pure copper bolts and coppered iron bolts. We quote : Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent. ; bifurcated, with box, $1.25.

Rope—There has been a good demand for such plough-line rope as Russian deep sea line and cotton, but other kinds are quiet. Made-up plough line are, however, in strong demand. We quote : Sisal, 7-16 in. and larger, 6⅜c. ; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made ; hemp, 7 to 9c.

Churns—Business has been quiet during the week. Prices are unchanged. Discounts : 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

Clothes Wringers — Trade, if anything, is improving a little. We quote : "Lightning," $31.50 per dozen ; "Royal Canadian," with brass corners, $29.50.

Spades and Shovels—The demand is active, and, as before, it is chiefly for the cheaper class of goods, sufficient supplies of which it is difficulty to obtain. Discount, 45 per cent.

Harvest Tools—Business is good, and orders are mostly for nice quantities. Discounts, 60 and 10 per cent.

Building Paper — Trade is improving. We quote : Plain building, 30c. per roll ; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

Leather Belting—Trade is being fairly well maintained. We quote : Standard, 45, 10, 10 and 10 per cent. ; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

Ware—As far as general stock is concerned, trade is steady.

Hinges—The demand is good for barn

door and T and strap hinges. We quote: Screw hook and hinge, 6 to 10 inch, $3.50 to $3.60 per 100 lbs.; 12 inch up, $2.50 to $2.60 per 100 lbs. Discount on T and strap hinges, 70 per cent.

Plumbers' Supplies — The volume of business does not appear to be quite as good as a week ago.

Cutlery—A fair sorting-up business is being done.

Screen Doors and Windows—Quite a number of shipments have been made during the week. A great many of the orders now going forward were booked some time ago.

Poultry Netting—Has been going out more freely the past week. Discount, 67½ per cent.

Garden Hose —Orders for general lines are now coming forward. We quote: Standard brands, 70 to 70 and 5 per cent.; cotton, 65 and 5 to 70 per cent.; "Competition," 70 and 5 per cent.

Cement—Business is fair. We quote in car lots: Canadian Portland, $2.50; English do., $2.75; Belgian do., $2.50; Canadian hydraulic cements, $1.10.

METALS.

The metal market as a rule is quiet and without special feature.

Pig Iron—The market is quiet and unsettled.

Bar Iron—There is practically nothing doing. Ruling base price, f.o.b. factory, is $1.45, and from stock $1.55 to $1.60.

Hoop and Band Iron— Trade is quiet and featureless. We still quote $2.25.

Sheet Steel — Trade is much about the same as a week ago. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

Black Iron —The demand in this line has been a little better than a week ago. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

Galvanized Iron—Trade has improved, in both the English and the American makes. Orders for import are coming in freely. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

Tinned Iron—Is being called for regularly, and especially the 20 x 24 gauge. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

Lead Pipe and Traps—Business is much as before. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

Soil Pipe—Quiet. Discounts, 60 and 5 per cent.

Pig Lead—Trade has improved and prices are a little higher at 3⅜c. in ton lots and 3½c. in small lots.

Ingot Tin—Trade is keeping brisk, but chiefly in Lamb and Flag. We quote: 16¼ to 16½c.

Sheathing Copper—Outside of braziers' copper there is very little doing. We quote: Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

Iron Pipe—Stocks are small, and so is volume of business. We quote: ¼-inch, 60 and 10 to 65 per cent.; ⅜ to ½-inch, 67½ per cent.; ¾ to 1-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½-inch, 50 per cent.; ¾ to 2-inch, 50 and 5 to 50 and 10 per cent.

Boiler Tubes—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

Range Boilers — Business is moderate. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates—As far as shipments from stock are concerned, trade is quiet, but import orders are being booked for fall delivery. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

Tin Plates—The demand is still fairly good. We quote: Cokes, $3.15 for 14 x 20; do. squares, $3.25 to $3.50; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

Coil Chain—The improvement in business previously noted appears to have been maintained. We quote: ¼ in., 4⅝c.; ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

Sheet Zinc—Has been going out quite freely. In the standard weights a scarcity is to be noted, but fresh lots are expected within the course of a week. Prices are firm. We quote: Cask lots, 5¼c.; small lots, 5½c.

Terne Plates — Trade has improved nicely, and prices are firm. We quote: I C, $6; I X, $8.

Zinc Spelter—A few good shipments have been made to outside points, but in general trade is light. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

Solder—The movement continues good. We quote: Standard, 10½c.; strictly pure, 11c.

Antimony — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

There is not much doing in window glass, and complaints are heard that prices are being cut. The demand is fairly good for plate glass. We quote window glass from stock: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

OLD MATERIAL.

Business remains quiet and prices unchanged. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

PAINTS AND OILS.

Turpentine is a little easier in the south, but there is no change locally. There is a good movement in castor oil, and the expected fresh shipments have not yet arrived. Liquid paints are still active.

White Lead—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

Red Lead—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

Paris White—We quote 90c.

Whiting—60c. per 100 lbs.

Linseed Oil — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; Boiled, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

Turpentine — We quote as follows: 1 to 4 barrels, 46c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 9c. per lb. and 9½c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c, in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

PETROLEUM.

Trade remains much about the same as it has for some weeks past. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 8¼ to 8½c. Dealers pay 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c. for No. 2. Sheep and lambskins, $1.10 to $1.25.

WOOL—The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

UNITED STATES MARKET.

NEW YORK, April 15, 1897.

PIG TIN.—There was no new feature whatever in the market. Business lacked spirit, as did the demand, and London sent extremely tame cables, with prices the same as yesterday. Here good-sized lots went at 13.25c. f.o.b. and 2½c. per 100 lbs. doubtless covers the extreme of price on wholesale transactions. Speculation remains virtually dead here.

COPPER—The market remains in very uncertain shape. That is to say, rumor circulates to the effect that some large business has been closed, or about to, probably at lower prices, while neither export nor home trade buyers admit having made other than insignificant purchases thus far this month. Prices were nominally 11½c. for Lake Superior, 11 to 11¼c. for electrolytic wire bars, etc., and 10¾ to 11c. for casting stock.

PIG LEAD—About 50 tons common domestic were sold at 3.32½c., and a single carload or two at 3.35c. The market was thus a shade steadier, but demand continues rather disappointing in both volume and character. London cable quoted £11 17s. 6d. for soft Spanish.

SPELTER—Moderate sales only are being made here and eastern consumers generally

EFFICIENT
DURABLE
UNIFORM
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Providence, R.I., U.S.A.

MARLIN REPEATERS

Of the Model 1892 are made in 2 calibres, 22 and 32.

The **22 calibre** takes in **one rifle, without any change in adjustment**, the 22 short, 22 long and 22 long rifle cartridges.
The only repeating rifle which will take the 22 long rifle cartridge; far ahead of all other 22 calibre cartridges.
The **32 calibre** takes in one rifle (by merely changing the firing pin) the 32 short and long, rim and center fire cartridges.
The only repeating rifle for cheap ammunition, larger than the 22 calibre.
If you wish a rifle for short range work and moderate shooting you should have this 32. You can save the price of rifle in 2,000 shots.
It is the Ammunition that costs.
These rifles are constructed with removable side plate so that you can take the rifle apart to clean without using a single tool. **Send for Catalogue to**

The MARLIN FIRE ARMS CO., New Haven, Conn.

For Sale by all Jobbers.

appear to be very indifferent buyers. Competition among sellers seems keener and prices are easier at 4.10c. for good western brands. London cable was £17 8s. 9d. for good merchant brands.

ANTIMONY—Fair jobbing business is taking place at steady prices. Regulus quoted at 7¼ to 7½c. for Cookson's, 7 to 7⅛c. for Hallett's and 7c. for Japanese.

TIN PLATE—Dealings are rather small at present and the demand is slow, but, to all accounts, sellers generally are holding firmly at former prices.

IRON AND STEEL—There is no improvement in the demand for pig iron, and, with more or less pressure to sell still prevalent, prices continue weak and unsettled. The line of quotations is not decidedly lower, but inside figures, particularly Southern, seem to be more common. Manufactured goods generally keep low in price, and are selling in a fair way only.

MANITOBA MARKETS.

WINNIPEG, April 15, 1897.

THE hardware trade remains in much the same condition as a week ago, both as regards prices and volume of business. The rising river and the consequent fear of a flood is the most interesting subject in and around Winnipeg at present.

NAILS—Cut, per keg, base price $2.63 for 60d., with usual extras; common steel wire nails, 3 to 6-inch, $3.20 per keg; 2½-inch, $3.33, with usual extras for smaller sizes.

HORSE NAILS—Pointed and finished, oval heads, list prices are as follows: No. 5, $7.50 per box; No. 6, $6.75; No. 7, $6; No. 8, $5.75; Nos. 9, 10, 11, $5.50. Discount off list prices, 45 per cent.

AXES—Per box, $6 to $9.

WIRE — Galvanized barb wire, plain twisted wire and staples, $3.10 per 100 lbs.

IRON AND STEEL—Bar iron, per 100 lbs., base price $2.25 to $2.50; band iron, per 100 lbs., $2.85 to $3; Swedish iron, per 100 lbs., $5.25 to $6; sleigh shoe steel $3, to $3.25; best cast tool steel, per lb., 9 to 11c.; Russian sheet per lb., 12 to 13c.

SHEET IRON—10 to 12 gauge, $3; 22 to 24 and 26 gauge, $3.25; 28 gauge, $3.50.

CANADA PLATES — Garth and Blaina, $3.15.

GALVANIZED IRON—American, 20 gauge, $4; 22 and 24 gauge, $4.25; 26 gauge, $4.50; 28 gauge, $4.75 per 100 lbs.

IRON PIPE—50 to 60 per cent. off list.

LEAD—Pig, per lb., 4½c.

SOLDER—Half-and-half (guaranteed), per lb., 14 to 16c.

ROPE—Sisal per lb., 7½ to 8c. base; manilla, per lb. 9¾ to 10¼c. base; cotton, ¼ to ½ inch and larger, 15c. lb.

PAINTS AND OILS.

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 3½c.; American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

WINDOW GLASS—First break, $1.75 per box of 50 feet, and $2 for second break.

LINSEED OIL—Raw, per gal., 52c.; boiled, per gal, 55c. in barrels; per gal., 58c. An additional charge for packages for small quantities.

TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c.

REFINED PETROLEUM—Prices here are as follows: Silver Star, 19½c.; Crescent, 22½c.; Oleophene, 4½c., in barrels. Car lots, 1c. per gallon less. United States oils in barrels are quoted at 28c. for Eocene and 25c. for Sunlight.

SUNDRIES—Glue, S.S. in sheets, per lb., 12½ to 15c.; glue, white, for kalsomining, 15 to 18c.; stove gasoline, per case, $4; benzine, per case, $4; benzine and gasoline, per gallon, 50c.

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Gentlemen:

It gives me great pleasure to inform you how well pleased we are with the Metal ~~ceiling~~ ceiling furnished by you for the Methodist Church of this place. Every part of the contract was fully carried out by you. We feel fully justified in saying that we have the finest ceiling in this part of the country. While building operations were going on I made it a point to see as many metal ceilings as possible, but saw none that would compare with this one. It is the admiration of every one who sees it.

Yours truly
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We have devoted special care and attention to perfecting our many designs for Interior use, and are now prepared to supply Metal Ceilings and Walls for use in all styles of buildings, from the **Plainest** to the **Most Elaborate.**

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HAVE YOU GOT OUR CATALOGUE ?

THE JOINT TRAFFIC ASSOCIATION.

AT a meeting in New York on Tuesday of the Board of Control of the Joint Traffic Association, which consists of the presidents of the companies included in the organization, it was definitely decided to continue the association in its present shape at least until a final decision of the Supreme Court has been reached in the case of the organization. This action was in line with recommendations of the counsel of the trunk lines submitted to the presidents at their meeting yesterday. Among the counsel advocating this policy were ex-Senator Edmunds, ex-Minister Phelps and James C. Carter, all of whom have represented the Joint Traffic Association in the suit brought against it by the Government.

Following is the resolution of the Board in reference to the matter :

Resolved, That after hearing the opinion of counsel, and acting under their advice as to the validity of our articles of association, and the conduct of business under it pending the final decision of the Supreme Court, we, the members of this association, believing that under our agreement we are acting in the public interest and that we are conserving and protecting the inter-state commerce of the country from demoralization fatal to legitimate business and its prosperity, and that we are carrying out and enforcing the letter and spirit of the Inter-State Commerce Act, hereby pledge ourselves to maintain and carry out the provisions of the articles of organization of the Joint Traffic Association.

Edmunds, Carter & Phelps were present at the meeting and addressed the board in support of their recommendations. They emphasized the point that the Joint Traffic agreement was materially different from the Trans-Missouri agreement, which was declared illegal by the Supreme Court, and expressed the hope that that court would render a favorable decision in the Joint Traffic Association case, which it is expected will be argued next fall.

It was expected that the question of rail and lake rates would be discussed at yesterday's session, but it was referred back to the Board of Managers.

The following rulings have been authorized by the Joint Traffic managers :

That on shipments of roofing slate, in carloads, forwarded from Bangor Region, Pa., to Waynesburg, Pa., via the Central Railroad of New Jersey and Baltimore and Ohio Railroad, the railway companies comprising the line from point of origin to Washington, Pa., be authorized to absorb 1 cent per 100 pounds of the transfer charge at Washington, Pa., with the proviso that the through rate from initial point to Waynesburg via the route mentioned shall not be less than the through rate applicable upon the same traffic forwarded via the Pennsylvania and Pittsburg, Cincinnati, Chicago and St. Louis railways.

The managers also recommend that, effective April 26, 1897, the rates authorized in Joint Traffic Association freight circular No. 826 (special iron tariff), dated April 7, 1897, on "stove castings, in boxes or barrels," be withdrawn, and that rates thereon be restored to the basis of the official classification.

The managers also recommend that, effective on legal notice, the basis for east-bound rates from Lake George, Clarence, Temple and Ross Siding, Mich. (stations on the Ann Arbor Railroad), be changed from 110 per cent. of Chicago-New York rates to 100 per cent of Chicago-New York rates, with the proviso that the same divisions of rates shall accrue to eastern lines under the 100 per cent. basis as existing under the 110 per cent. basis.

HOW HE SOLD BICYCLES.

"THREE years ago," writes a hardware dealer in Hardwareman, "I decided to introduce cycles with my hardware business, and, in the first place, allotted as large a share of my shop room as I possibly could. In this line particularly plenty of space is required, for intending purchasers like to turn machines about, try the seat, etc., often bringing three or four other persons to help them choose, and I have since found room is very necessary to success. I then obtained a number of lists from good class manufacturers and best trade terms, chose four of what I considered the most suitable makes for my district, and placed orders accordingly, asking for price lists to distribute, and some posters. I then placed a good-sized advertisement in the most popular local paper, also drew special attention by inserting a few lines among the 'Town News,' which I thought would catch the eye of some who might not notice the usual large advertisements. On receipt of the machines I took a good mount for my own use, and was always willing for any friends to give the same a trial ride. The catalogues I neatly wrapped, addressed and delivered to all cycle riders in the district, and to those I thought likely to become such, enclosing a circular letter drawing attention to special models illustrated in the catalogue, and to the fact that I intended to supply a machine and an efficient man to teach all who were desirous of learning. This brought me a large number of customers, and gave me a splendid opportunity of showing my new cycles, and explaining special advantages, and as I kept a good article and offered the same at a reasonable price, I was enabled to do a very fair business. I also kept a good stock of all accessories, and small things cyclists, and especially new riders, often require—small screws, all sizes, nuts, etc. This also brought customers to my shop that otherwise would never have entered, and, of course, they saw the machines I kept, and it was the means of further business. By prompt and personal attention, as far as possible, and an earnest endeavor to please, I have succeeded beyond my expectations, and this season I am devoting the whole of my large new premises to the cycle trade."

One of the most useful characteristics of any metal wire is its longitudinal strength ; and in this respect aluminum has not been found wanting. There is one use, however, to which (presuming that it shall be found sufficiently resistive to corrosive influence) aluminum wire is pre-eminently suited. This is, for sounding the depth of water. Here the bulkiness of aluminum gives buoyancy—virtually reduces the weight of the sounding wire—and so adds to its effective strength.

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Bicycle Riders
Should make it a point to examine the line of
Wolff-American High Art Cycles.
And study their many special features.
SINGLE MODELS, '97 - $100.
SINGLE MODELS, '96 - $80.
(While they last).

THE YALE .. Bicycles
Are right, and sell at sight.
TWO GRADES....
LIST, $75 and $60.
Also Juveniles.

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RELIABLE AND GOOD.
LIST, $65.

Representatives : DORKEN BROS. & CO., - Montreal

Binder Twine

Warranted
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650 ft. to the lb.

BLUE RIBBON **RED CAP**
BLUE CROWN **RED CROWN**
STANDARD **WHITE SISAL**

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

Plumber and Steam-Fitter

THE John Ritchie Plumbing and Heating Co., Ltd., have secured the contract for putting a hot water system into the store and residence of Thomas Clayton, 531 Yonge street, Toronto.

Purdy, Mansell & Mashinter, Toronto, are putting a hot water plant into the residence of Geo. D. Forbes, Guelph.

The contract for heating plant, plumbing and gas fittings for two semi-detached houses for Drs. McKenzie and Galloway, Bloor street, west, Toronto, has been awarded to W. J. Maguire & Co.

The Bennett & Wright Co., Ltd., have the plumbing contract for Mr. Massey's residence at Ontario Park.

The repairing of the heating plant, plumbing and gas fixtures for Sanderson Pearcy & Co.'s warehouse, recently partially destroyed by fire, is being done by Worthington, Garrett & Armstrong.

The contract for heating the new church at Parkhill has been awarded A. W. Humphries, of that place, for two of McClary's famous "Magnet" wood furnaces.

BUILDING PERMITS.

A permit has been issued to Drs. McKenzie and Galloway for the erection of two semi-detached dwellings at 14 Bloor street, Toronto, to cost $10,000.

John Taylor & Co. have taken out a permit to erect a $6,000 brick addition to their soap factory on Front street east.

A building permit has been taken out by F. H. Herbert for a house on Elgin avenue, near Bedford road, Toronto, to cost $3,000; also by A. Nelson for a house on Spadina road, near Bloor, to cost $7,000.

DEPARTMENT STORES AND PLUMBING.

The Chicago correspondent of The Plumbers' Trade Journal writes:

"Just at this time all Chicago is wrought up over the agitation against the department stores. For the past few years they have been slowly but surely swallowing up the smaller retail trade and are looked upon by many as an unmitigated evil.

"This concentration of business under one roof calls for the minimum amount of help to carry on a fixed amount of trade. This causes a large overplus of idle hands, and employes are glad to get work at any price they can command.

"The system itself is not an evil, the evil lies rather in the abuse of the system. We must not try to destroy the system, indeed we cannot, for it is a fixed principle in human economy. We must try to stop the abuse; try to control the system and divert it into its proper channels.

"Concentration is not merely what it is commonly termed, 'a trend of the times,' but is, as previously stated, a fixed principle in the economy of all things. The more civilized man becomes the more widely understood this law becomes, the more it is utilized. This is the reason that all trusts and combines exist with all their attendant evil and good results.

"It is because of this that labor and trades unions exist. When this system is utilized to protect the rights of the participation in the union or trust, the result is good, but when they go beyond that and use it to infringe upon the rights of others the results are evil. Let us then remedy the abuse.

"It is because of this principle that no nation can exist without a ruler. When the wise Greek said 'a little city (or nation as we say now) set upon a hill and well governed is better than all foolish Nineveh,' he gave expression to the cause for the large department stores and gigantic combines. This may seem paradoxical at first, but when we take into consideration that in those days when electricity and its allied arts were unknown, and when transportation of men and merchandise was a long and laborious process we can see that the concentration of power as necessary to properly govern a larger territory was impossible. Therefore the small country which alone permitted a concentrated government was best. This principle is as old as history. For no universe could exist without the concentration of power in a single hand.

"God, at the head of the universe, is controlled by the laws of justice and righteousness which he has Himself ordained, and cannot from the very nature of Himself abuse His power. Man at the head of a nation can and does abuse his power; then the people of that land arise, form a parliament or congress to represent themselves and check the abuse.

"Man at the head of a department store or corporation can and does abuse his power. What is the remedy? Certainly not in destroying the system, not by attaining the impossible; the remedy lies rather in correcting the abuse. Let us not then try to down the department stores and corporations, but let us correct their abuse and learn a lesson in social and political economy from them."

PROFIT IN PLUMBING.

It is said that good, successful business men must make a profit on everything they sell, and it seems as though many plumbers prove that they do not belong to this class. Naturally, it is advisable and better to keep all sales in the hands of the trade, but when men are willing to do work for love or glory, it is time we thought of some method by which a profit can be made. I know of cases where plumbers agreed to have an owner select his own fixtures and acquainted him with the discount, but by judicious arrangements made a snug profit; they were entirely legitimate transactions for all concerned, and were the means of securing contracts at a profit. — Plumbers' Trade Journal.

A GENIUS FOR THE TRADE.

Jinks: Have you selected a trade or a profession for your boy?

Winks: I shall make a plumber of him.

"Has he a bent that way?"

"He's born for it. Tell him to do a thing immediately and he won't think of it again for a week."—Eagle.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

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PAINTS, COLORS AND VARNISHES.

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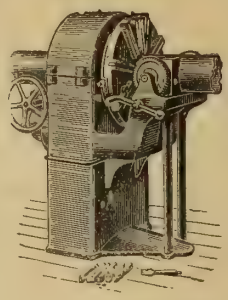
(Hand or Power).

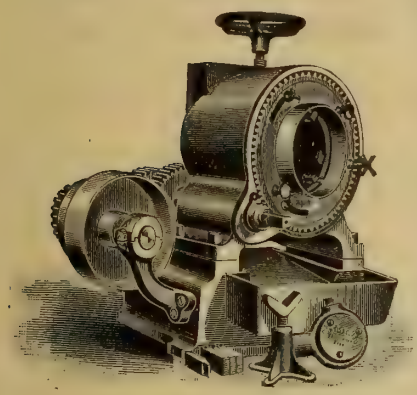


Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St. Bridgeport, Conn.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS

No. 23 Garden St.
Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

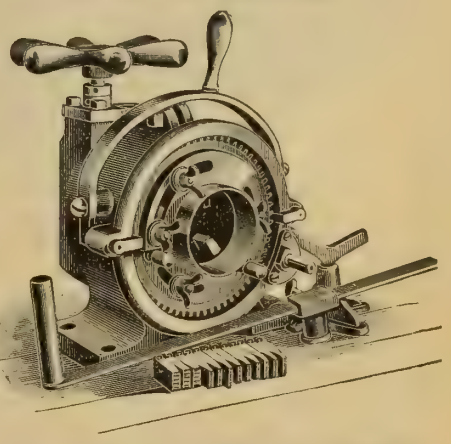
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ¼ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



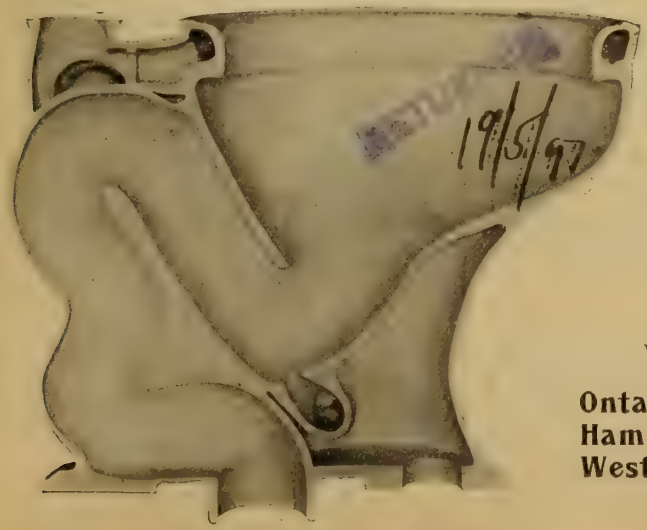
No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

Assistant Wanted

An energetic young man, having a good practical knowledge of Plumbing, Steam-fitting and Gas-fitting to write for that department of HARDWARE AND METAL, and to solicit subscriptions and advertisements. Apply

Managing Editor

MacLean Publishing Co., Montreal



(REG.) ONTARIO SYPHON JET CLOSET

NOTICE . . .

We have opened a Branch in Hamilton, under the name of the

Hamilton Barb Wire and Nail Co.

Carrying a full line of... PLUMBERS' SUPPLIES

When in a hurry order from nearest Warehouse.

Ontario Lead and Barb Wire Co., Ltd. - TORONTO
Hamilton Barb Wire and Nail Co. - HAMILTON
Western Wire and Nail Co., Ltd. - - LONDON

WRITE FOR DISCOUNTS.

BEST SYPHON JET CLOSET ON THE MARKET.

CAUSE OF LAMP EXPLOSIONS.

IN a late issue of The English Mechanic, Mr. S. Watts, of Frome, elaborates a theory for the cause of lamp explosions which we have not seen pressed into prominence hitherto, although this does not appear to have been the first time Mr. Watts has publicly urged his view. The cause of lamp explosions, he avers, he has "proved over and over again is the presence of moisture in the lamp." In this opinion he has been fortified by his own experience. He had at one time a great deal to do with the management of a large retail oil and lamp business, and in every case of trouble in free circulation or of explosion brought to his notice, he discovered that something interfered with capillary action in the wick and usually found globules of water present. The capillary action being checked, the wick would become charred in the burner tube, which would become over-heated, and hence any explosive vapor in the lamp would be in greater danger of ignition.

Commenting upon Mr. Watts' theory, Hardwareman says: "Of course there are many ways, as Mr. Watts points out, by which water may get into a lamp. It may be caught in the oil cans used to convey the oil from shop to customers, or drip in the form of rain into oil sold in the streets, or be drawn into the lamp, when it cools after using, in the moisture laden atmosphere of the house, and in whatever way water may be present in wick or container it is undoubtedly a source of danger. But it has never occurred to us to lay so tremendous a burden upon its presence as to make this responsible for all the explosions which occur. As a matter of fact, explosions form a small proportion of lamp accidents, as all statistics show; nor can we go as far as Mr. Watts seems to go in maintaining that the upsetting of lamps is usually due to explosions. If we could eliminate all carelessness from the handling of lamps we should get rid of most of the accidents.

"Notwithstanding our inability to accept Mr. Watts' views entirely, we commend his advice to lamp users on two points, viz., that every effort should be made to keep lamps and wicks perfectly free from moisture, and as nearly absolutely clean as it is possible to do. It all comes back to a question of care after all. There, it seems to us, lies the path for lamp manufacturers and lamp and oil dealers to make their influence felt. Instruct the public ceaselessly; impress upon them with iteration and reiteration, and with every emphasis, that safety lies in care, and danger in carelessness, no matter what the flash-point of the oil, within reason, and no matter what the construction of the lamp may be, so that it be not so flimsy as to invite disaster. Dirt and moisture are enemies to free circulation of air and oil. Therefore both are to be fought against. Rub these facts into the convictions of consumers."

CASH BICYCLES.

If the retail dealers in bicycles determine to abandon the policy of selling them on the instalment plan, as most of them will probably do, they will be obliged to devise some method by which intending and reliable customers can be accommodated. There will be many such, in all likelihood, and the dealers cannot afford to ignore them. The question, however, is very largely one of responsibility on the part of the buyer, but depending, also, on the dealer's position as regards ready cash or the need for it. If he has plenty of this necessary article, or if his own bills are not due until the bulk of his retail sales have been paid for, he can be more liberal with his credits and possibly increase his trade and the consequent profits by granting a reasonable time for payment to those whom he knows to be able and willing to meet their obligation. But if he does not possess these conditions, what is he going to do? There is but one recourse, and this is to demand cash or else a sufficient security for every wheel he sells.—Stoves and Hardware Reporter.

LOW PRICE ON CAST IRON PIPE.

A bombshell has been dropped into the cast iron pipe trade through the appearance as an exceedingly low bidder for tidewater contracts of a shop on the Ohio River. The concern in question has taken contracts aggregating 3,300 tons for $16.75 per net ton, delivered at Boston, underbidding the next lowest bidder, a southern shop, by $1 per ton. This price is a record-breaker. The same company put in the lowest bid on about 1,500 tons for Brooklyn, and have in another direction pushed the peg downward by naming $15.25, delivered, on a 1,000-ton job at Toledo. Until some time since, the southern and western pipe works had a combination whose dissolution was the signal for price-cutting, culminating in the transactions referred to. There are those in the trade who regard a period of cut-throat prices as a needed term to hatch out a new agreement.—Iron Age.

About one-half of the entire copper product is now refined by electrolysis—a fact which illustrates in a striking manner the progress of electricity in this field, which has been none the less rapid because but little noise has been made over it and but little is known publicly about it.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

GALOPS CANAL.

NOTICE TO CONTRACTORS.

EXTENSION OF TIME.

THE time for receiving Tenders for the Cardinal Section of the Galops Canal has been extended until Saturday, the 24th day of April, 1897.

An accepted bank cheque for the sum of $75,000 must accompany the Tender, instead of $150,000 as originally called for.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 13th April, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

GALOPS CANAL.

NOTICE TO CONTRACTORS.

EXTENSION OF TIME.

THE time for receiving Tenders for the Iroquois Section of the Galops Canal has been extended until Friday, the 30th day of April, 1897.

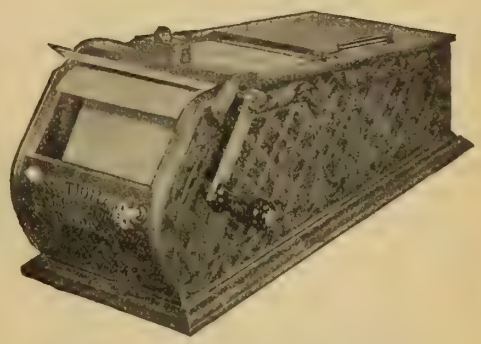
An accepted bank cheque for the sum of $50,000 must accompany each tender, instead of $100,000 as originally called for.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 13th April, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

THE GENUINE
Costs Less Than the Imitation.



Manifolding Autographic No. 225—$12.

Every successful company has a lot of cheap and unscrupulous imitators. The goods they offer are usually just about as near the models they attempt to copy as the statements they make are near the truth.

The National Cash Register Company has been doing business in Canada for ten years. It maintains offices at 6 Rossin Block, King Street, W., Toronto; 1685 Notre Dame Street, Montreal, and in Vancouver, British Columbia

Detail Adder No. 13—$60.

It makes 90 kinds of cash registers, ranging in price from $10 to $375. It sells second-hand National and other registers at the lowest prices. It will make and sell any kind of a cash register for less money than any other concern in the world.

Do not be deceived. When a cash register is advertised as "just as good as the National," that ought to be sufficient reason for buying a National, particularly when you can get the original National for less money than the imitation.

Call at one of the addresses above named, and see what we can do for you.

Key Total Adder No. 50—$120.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

R. DONALDSON & SONS, machinists, Montreal; Riddell & Common appointed curators.

J. W. Blakely, blacksmith, Dundalk, has assigned.

A. Lamont, hardware, Mount Forest, has assigned.

M. J. Foley, general merchant, Osceola, has assigned.

H. Biccotte, general merchant, St. Fortunat, Que., has assigned.

D. J. MacDonald, general merchant, Sydney, N. S., has assigned.

Lauthier & Co., general merchants, St. Telesphore, Que., have assigned.

A. P. Gillies, general merchant, Monckland Station, is endeavoring to compromise.

Vidal, Fils & Cie., machinery supplies, Quebec; George Darveau appointed curator.

J. F. Mack & Co., hardware, etc.. Liverpool, N.S., is offering to compromise at 25c. on the dollar.

The estate of the Armitage Manufacturing Co., window blinds, etc., New Toronto, is to be wound up.

A demand of assignment has been made upon H. Blanchette, general merchant, Acton and Valracine, Que.

G. Baker, general merchant, Osnabruck Centre, has assigned and a meeting of creditors will be held on 21st inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Elias Salim & Co., general merchants, Quebec, have registered dissolution.

Grenier & Scott, blacksmiths, Wallaceburg, are dissolving partnership; W. Scott continues.

Currie & Carson, painters, Ottawa, have dissolved and been succeeded by W. A. Currie & Co.

Richard Pickard & Son, general merchants, Exeter, have dissolved. R. Pickard continues under the style of the R. Pickard Co.

Freeman Bros., hardware and groceries, Bridgewater, N. S.; new co-partnership formed by W. B. Freeman and Kenneth Freeman.

G. R. McCarthy & Co., hardware, Smith's Falls, have dissolved; Peter Hope retires and the business will be continued by G. R. McCarthy.

R. Y. Maybee, general store and grain, Vittoria, has admitted his son, E. W. Maybee, as partner under the style of R. Y. Maybee & Son.

Emery Bonneville & Co., general merchants, St. Remi, Que., have dissolved, and Emery Bonneville and P. Gagnon have formed a new partnership.

J. J. Kelly and F. J. Marshall, have formed a partnership to carry on business in Orangeville as dealers in hardware, under the style of Kelly & Marshall.

SALES MADE AND PENDING.

E. St. Amour & Co., general merchants, Acton, Que., are offering stock and property for sale.

The stock of the estate of John R. May, stoves and tinware, Cannington, is to be sold by tender.

CHANGES.

W. B. Jackson is opening a hardware store in St. Thomas.

Alex. Mahoney has opened a general store in St. George, N.B.

W. A. Gillen, blacksmith, St. Thomas, has sold out to Albert Barber.

West & Davis, hardware, Wallaceburg, have sold out to Bremner & Burgess.

R. E. Smith, general merchant, Kamloops, has sold out to John Beaton.

Frank Dowling, general store and drugs, Sydenham, has sold out to Albert Boyce.

F. Spofford, general merchant, Gorden Hill, has been succeeded by T. M. Little.

Ballantyne Bros., general merchants, Tiverton, have sold out to A. J. Campbell.

J. P. Shannon & Co. is the name of a new hardware firm that is opening up in Glenboro, Man.

Milette & Co., general merchants, St. George de Windsor; Sarah Richard, wife of J. B. G. Milette, registered proprietress.

A. Liberman, general merchant, Yarmouth, N.S., has registered consent for his wife, Jennie A., to do business in her own name.

W. P. Brennan has opened a general store in Ste. Therese, Que. D. Cloutier, a general merchant of the same place, is selling out.

H. Blanchette, general merchant, Acton, Que., is removing from that place. Z. Cordeau, another general merchant of the same place, is removing to St. Hyacinthe.

DEATHS.

John Jarvis, of John Jarvis & Co., sailmakers, Que., is dead.

GETTING BACK LOST CUSTOMERS.

A dealer sometimes loses sight of his customers. He does not know what has become of them, but is perfectly well aware that they have ceased to favor him with their orders, and that their absence means a falling off in business unless others equally valuable have taken their place. Then why not try to bring them back? They may have left the neighborhood, but unless this is known as a fact they are still worth searching for. If, says Hardware and Stoves Reporter, they have gone to a competitor—a fact which hurts both the pride and the pocket-book—they may be brought back by the exercise of a little patient endeavor, and even if they have left the whole world forever they may have executors or successors who do not know how well the merchant's former customer was pleased with his goods. It never pays to lose a customer, even if a fitting substitute is found. The substitute would probably have come along, anyway, and as no increase in trade results, there has been a step backward, since any business that stands still has practically made a recession. Hunting out old customers and regaining their trade is even better than finding new ones, as in the former case the merchant knows their wants and personal peculiarities and has a better chance for pleasing them.

A THOUGHTLESS SALESMAN.

EXCESSIVE zeal is just as bad as laziness. The other day, remarks a writer in Stoves and Hardware Reporter, I was in a bicycle store where wheels of different makes and prices are sold. A customer came in, but didn't know what he wanted. He was first shown a beauty at $100. He couldn't help liking it, and said so, but added that he might prefer something cheaper, as he didn't care so much for style and finish. Then a $75 wheel was brought out for inspection, which was carefully given.

"Is this a good wheel?" he asked, by way of experiment.

"Every bit as good as the other one," replied the too energetic salesman.

Then the customer wanted to look at another wheel and he was shown one at $50, giving it the same careful inspection as the other two.

"This looks like a fair wheel," he said, "but do you think it will answer my purpose?"

"That wheel, sir, is just as good as the one you just looked at for $75."

Here was a chance for arithmetic. The customer figured out that if a $100 wheel was no better than one for $75, and the $50 wheel was "just as good" as one costing $25 more, it must also be worth as much as the one for a $100. Consequently, it would pay him to buy the $50 grade and save that amount in his purchase. But he stopped to think, probably reasoning that if these prices were charged on diffierent goods having an equal merit there was something wrong in the system of selling and that he would be obliged to stand the expense of finding out what it was. His financial curiosity couldn't stand the strain, so he left the store without purchasing. I had every reason to believe that he would have bought one of the wheels, and possibly the one at a century cost, if the dealer had used a little common sense in the transaction and had not tried to make a fool of his customer.

The first test of some new fire helmets of aluminum, which were manufactured for experimental purposes for the New York City Fire Department, was made a few days ago at a large downtown fire. The battalion chiefs wore these helmets and expressed themselves as much pleased with them, principally because they are light and do not soak up the water. The old leather helmets are heavy in themselves and when wet weigh several pounds. It is reported that all the men of the New York Fire Department are, as a result, to be supplied with aluminum helmets.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion. **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

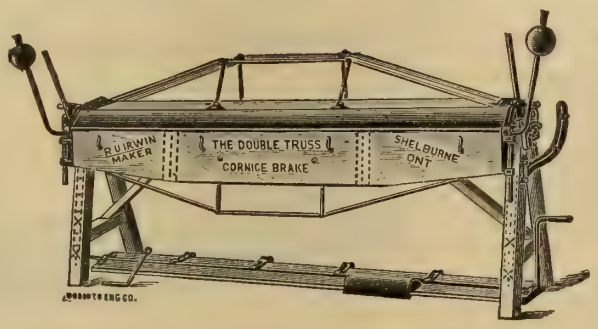
Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

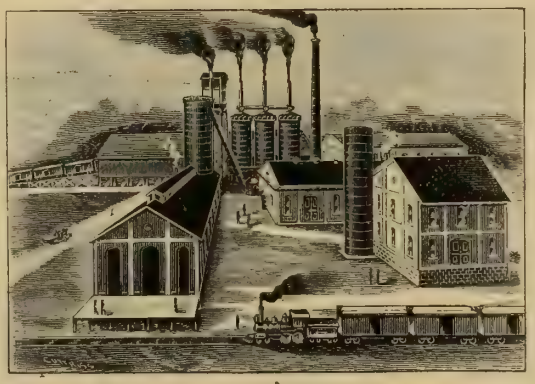
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Don't Forget Us

WHEN ORDERING

Alabastine
Jellstone
Land Plaster
Calcined Plaster
Potato Bug Finish
Paris Green

The Alabastine Company, Limited

Paris, Ont.

JUSTIFIABLE ELATION.

The Washington Star chronicles the fact that a somewhat elderly gentleman entered his own house one day last autumn with such a look of self-satisfaction upon his countenance that his wife was at once struck by it; and, like a faithful spouse, she proceeded to put him on his guard.

"Richard," she said, "I hope you have not forgotten that pride goeth before a fall."

"My dear," was the reply, "I am perfectly familiar with that admonition. And I have reason to fear that in my case it applies in a literal as well as in a figurative sense. But I can't help it."

"You are not usually this way."

"I know it. When I was graduated at the head of my class in college I was as meek and modest as the last man on the list. When I was elected to office and ran away ahead of my ticket, I could have defied anybody to accuse me of showing the least elation. When I won my first big law suit I endeavored to bear success with the same philosophy which I should have felt was proper in defeat. When I got my picture in the paper as a leading citizen in my community, I could have defied any of my old-time friends to detect the slightest difference in my behavior.

"But this case is different. I hope you'll bear with me, but I've just ridden my bicycle three times round the block without falling off, and I just can't help putting on airs."

CURE FOR BALKY HORSES.

As told in a New York letter, a driver of a truck was in great distress in front of The Judge building, in New York, one day last week, because his horse balked crosswise of the street and caused not only a loss of his time, but also blocked traffic. All the usual devices to get the stubborn animal to move were unavailing, and a crowd had gathered of considerable size to watch proceedings. W. J. Arkell, proprietor of Judge, was attracted to the scene, and, as The Tribune relates it, he said to his brother Bartlett, who sat in his office: "I will bet $100 to 10c. that I can go out and start that horse in two minutes." Bartlett immediately took the bet, and the money was placed in the hands of the private secretary.

W. J. Merrill and the two Arkells started for the street. W. J. Arkell picked up two handfuls of sand and asked the driver to hold the horse's head still. Then he packed each of the horse's nostrils full of sand, and almost instantly the horse began to sneeze and start with a rush, to the great delight of the driver, amid the shouts of the bystanders. Mr. Arkell, the winner, says he doesn't read The London Lancet for nothing.

Boeckh's Bridled Painters' Brushes

They last longer.

They cost no more

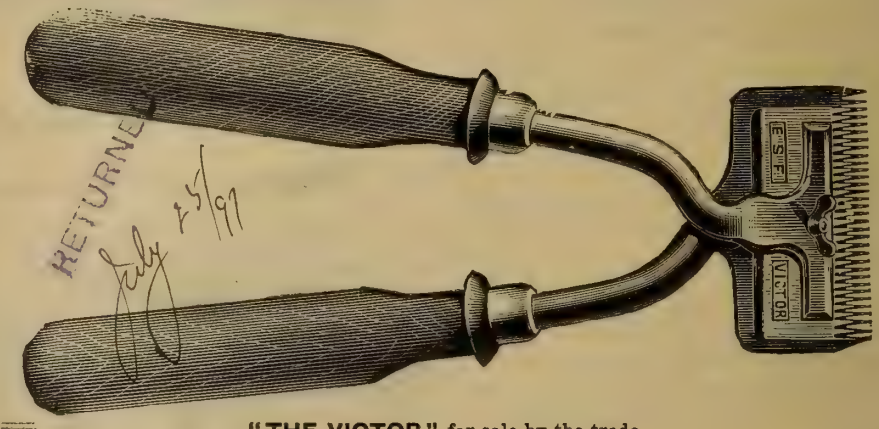
Twice as economical to use—easily and quickly cleaned—wear down evenly—spread the paint better—the bristles are fine—the workmanship can't be bettered—"your money back if you want it."

Prushes—Brooms—Woodenware.

Montreal Branch: 1 and 3 De Bresoles St.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

THEILE & QUACK'S HORSE CLIPPERS



"THE VICTOR" for sale by the trade.

"GOOD CHEER"
STEEL OVEN
COOKING STOVES
GUARANTEED PERFECT.
SOLD BY LEADING DEALERS EVERYWHERE.
THOUSANDS IN USE.
THE JAS. STEWART MANUFACTURING CO. LIMITED WOODSTOCK ONT.

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

Now is the time to send in your Spring Orders for

ALABASTINE

A full line of ***Brandram's Genuine Imported Lead*** in stock.

WILLIAM HILL

327 St. James Street, - - - **MONTREAL**

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

R. DILLON,

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

A FRIENDLY BRUSH.

There's no more pleasurable sensation than riding along a good, smooth road at a lively clip on a bicycle in which you have perfect confidence.

The Stearns is a wheel to be trusted. On the level, it runs without an effort; the labor of an up-hill climb is lessened by its lightness and ease of running; down the hill, over stones and "thank-you-mums" its strength comes into play.

For an all 'round wheel you cannot do better than buy a Yellow Fellow; you may easily do worse.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS. TORONTO. 59

Agents Wanted in unrepresented distrcts.

EMBOSSING ON GLASS WITH TIN FOIL STENCILS.

Very beautiful results are obtained by English artisans, says The Pottery Gazette, in embossing on glass by means of tin foil stencils, the latter being cut out of thin sheets of metal or cardboard, in the same manner as for wall decorations, etc. If varnish colors are employed they are laid on as evenly as possible through the perforations in the plate, and hardened afterward in a stove or oven; the metallic preparations used in glass staining and painting are also available, but require firing in the muffle, or a china painter's stove. But for the process of embossing, the plan is to paint the portions of glass left uncovered by the spaces in the stencil plate with Brunswick black, then dip or cover with hydrofluoric acid, wash in water, and remove the black ground; every part that was covered will present a polished, even surface, the remainder having been eaten into by the acid, If the raised parts are to have a frosted appearance, they are rubbed with a flat piece of marble moistened with fine emery and water. To put patterns or lines on glass with a wheel, two methods are resorted to, one of which is to rough in the pattern with an iron mill supplied with a trickling stream of water, then smooth out the rough marks on a York or Warrington stone, polish on a wooden wheel of willow or alder powdered with pumice, finishing on a cork wheel with putty and rotten stone. By another plan the engraver cuts in and roughs the pattern with copper wheels aided by emery and olive or sperm oil, and polishes the portions intended with leaden disks and very fine pumice powder and water.

NO DANGER IN BLOWING OUT GAS.

A safety gas burner—one that will automatically and surely close itself in the event of extinguishment of the light from any cause—has been invented by Ardou Mitchell, and is described in The Industrial World. It consists of an ordinary gas burner with a copper column inserted, having a long opening, with a valve operated upon by a metallic spring, which, obeying the law of expansion by heat and contraction by cold, opens in proportion to the amount of heat evolved. It naturally follows that the faster the heat is absorbed by the increased current of cold gas, it proportionately closes the valve, thereby regulating the consumption and permitting only sufficient gas to pass through the tip to keep a normal flame, and effectually closing the burner in the event of the gas going out from any cause. The gas being superheated by contact with the copper column before passing through the tip, takes up a greater amount of oxygen upon becoming ignited, and thus produces a more perfect combustion, thereby reducing the dark centre in the ordinary burner and giving a more brilliant illumination with less gas.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

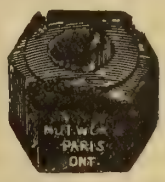
. . MICA . .

Electrical and Stove Purposes.

Send for samples and quotations.

W. F. SMYTH & CO.

Box 2165 **Montreal.**



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

Abbott & Co.

ROLLING MILLS

Rhode Island Pattern Horseshoes.

Korrect Shape. Quality Guaranteed.

AND FACTORIES

MONTREAL

TRADE MARK J REGISTERED

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, April 15, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X.	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs	0 05¾	0 06
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	0 06½
2 "	0 07¾
2½ "	0 09¼
3 "	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	....	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅞
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Rods, hard-rolled, 2x4 ft.	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb.	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65
f.o.b. Halifax, St. John, Montreal, Toronto	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 0[illegible]
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	....
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 20
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	0 44	0 45
Boiled, per gal	0 47	0 48

Freight allowed, 5 bbl.lots 1c. less. Price 2c less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	0 46

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 09
Smal lots	....	0 09½

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

	Pe	M
Chemically prepared black edge grey cloth wads, in boxes of 250 each—		
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 60 and 10 p. c. off new list
Tire, dis., 70 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 60 p.c. off new list.
Coach Screws, dis. 70 p.c.

Boring Machines.

Complete, with augers, each..	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
illar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to nch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 75
Belgium "	2 50
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 70

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50, 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's. Nos. 26 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each	0 30
Enamelled, each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 50	4

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair..	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per 100 lbs	3 50	3 60
12 in. up, per 100 lbs	2 50	2 60
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 35	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	1 75	7 50

Cabinet,

Eagle, dis. 27½ to 30 p.c.

Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron)—

Basis—50 to 60 dy	2 25
20 to 40 dy	2 30
10 to 16 dy	2 35
8 to 9 dy	2 40
6 to 7 dy	2 45
4 to 5 dy	2 70
3 dy	2 95
3 dy (fine)	3 25

Canadian pattern discarded. Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 80 and 10 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16½
Carbon safety "	0 18	0 00
Canada w. w. "	0 18	0 00
American w. w. "	0 00	0 21
Pratt's Astral	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6	175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz	2 00	5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per lb	1 75	01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla		
7-16 in. and larger, per lb.	6⅜		00	8
¼, 5-16, ⅜ in	6⅞		00	8¼
Cotton			15	17
Russia Deep Sea			00	13
Jute			6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 60	1 00
" N.P., per set	....	90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50
Solid, "	1 25	....

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
oot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	8 75	9 00

SCREW DRIVERS.

Sargent's per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	2 85	10

Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.

B.B.B. iron carpet, blued	60
" " tinned, 70 p. c.	
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.	
" " (in dozens, 1 to 6 oz)	45
" " (in dozens, 8 to 24 oz)	30
" " ¼ weights	40
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned	52½
Swedes, upholsterers', genuine	50
Swedes, upholsterers', American (1 to 6 oz). 65 p. c.	
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.	
Swedes, carpet, gimp, lace	35
brush, blued and tinned	40
Zinc tacks	35
Copper tacks and nails	60
Leather carpet tacks	30
Trunk nails, black and tinned	65
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers	10
" " in bulk	15
" " solid heads, in bulk	42½
Saddle nails in papers	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks. discount 90 and 25 p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net	$3 85
Heel calks. " " "	4 10

Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz	2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13

WASHER CUTTERS.

Per doz	4 00

Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils	2 75	3 00

WIRE FENCING.

	Car-loads.	Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all delv'd	2 70	2 75
Plain twist	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

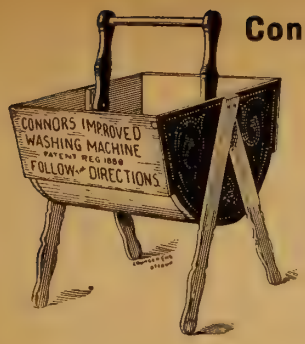
Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 35	...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz		



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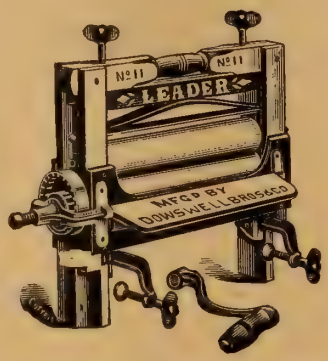
Montreal Roofing Company



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Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

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Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

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Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

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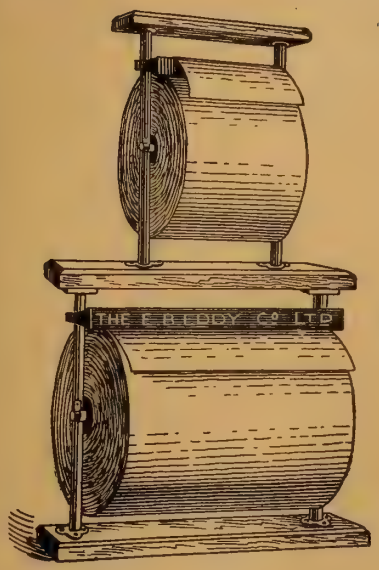

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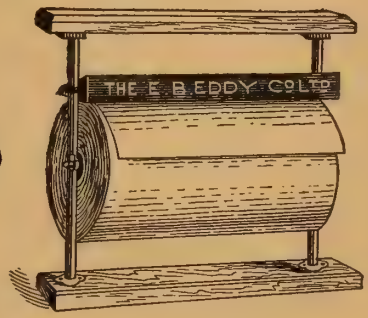
Roll Paper Cutters

GOOD SENSE demands that they be the



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HULL, QUE.

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Black Diamond File Works

G. & H. Barnett Company

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"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

ARE YOU HANDLING BICYCLES?

Many of the Hardware dealers are, but whether you are or not, you will have inquiries for Bicycle Enamels.

Do not stock a poor article.

You can hardly expect to retain a man's custom if you ruin his wheel by selling him some of the so-called Bicycle Enamels that have been thrown on the market.

We manufacture a line of Enamels in every imaginable shade that have been thoroughly tested, and that are especially prepared for this particular kind of work.

They give a rich, smooth even gloss—will not blister or crack off, and will dry perfectly over night.

They are giving unqualified satisfaction all over the country, and if you have not already ordered it will pay you to carry a stock of them at this season of the year.

They are put up in neat, convenient sized Penny Lever tins. Ask for Sample Cards and send in your order.

The JAMES ROBERTSON CO. Ltd., 263-285 King Street West, Toronto

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Langwell's Babbit, Montreal

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. IX | MONTREAL AND TORONTO, APRIL 24, 1897 | No. 17

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TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

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Perhaps you are not aware that every sheet of "QUEEN'S HEAD" Galvanized Iron is guaranteed to stand seaming both ways, or any other test to which a sheet can be fairly put. Any sheet that developes a flaw in working will be replaced by the makers.

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Radiators

Have been awarded the highest honors against the world's makers. No Bolts. No Rods. All iron and will last for ever.

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Lawn Mowers

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NOZZLES
SPRINKLERS

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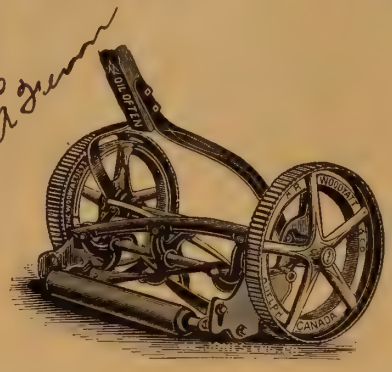

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SHEARS
SYRINGES

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Hardware Merchants, TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN

Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

A Stove, Not a Lamp.

VICTOR OIL STOVES

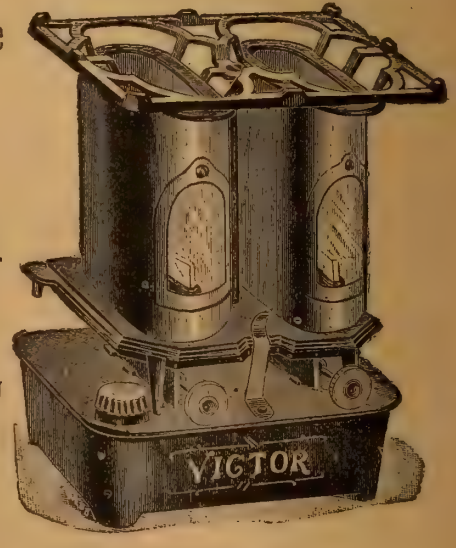
One, Two and Three Burners

NO SMOKE
NO SMELL

But Lots of Heat

OVENS AND EXTENSION TOPS

All Sizes of Oil Stove Wicks in Stock



KEMP MANUFACTURING CO.

Toronto

Hardware and Metal

Vol. IX. MONTREAL AND TORONTO, APRIL 24, 1897 No. 17

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THE DUTY OF THE GOVERNMENT.

THE project of a railway through the Crow's Nest Pass is beginning to see daylight. Although no official statement has yet been made it is generally understood that the Dominion Government has offered to give the C.P.R. a subsidy of $10,000 per mile, under certain conditions. What these conditions are has not been made public, but the Government and the C.P.R. authorities are negotiating regarding them.

It is probable, therefore, that we are on the eve of the settlement of this important question.

The position of the Government is a delicate one. The expenditure of $3,150,000 is, in itself, an important matter, but it is not around the mere handing over of this sum to the C.P.R. that the most importance is gathered.

The vital question to the people of Canada is what is the quid pro quo that the railway is willing to give in return for the money which the Government proposes to subsidize it with?

Throughout the length and breadth of this country there is a well defined opposition to the C.P.R. having anything whatever to do with the proposed road. And it is not without reason.

Aside altogether from the question of excessive railway rates it is recognised that the C.P.R. is a monopoly as far as freight and passenger traffic to and from the Pacific Coast is concerned. Naturally they are opposed to anything being done which will tend to strengthen these monopolistic powers.

And it would be a sad commentary indeed upon the loyalty of the Government to the rights of the people of this country if it in the present instance were to strengthen these monopolistic powers.

But it by no means follows that because it proposes to subsidize the C.P.R. it will add any new strength to that corporation.

There are two things which it is necessary we should keep in mind when discussing this question. The one is that the Canadian Government has not, nor never can have, as long as existing conditions obtain, any control over the freight rates which the C. P. R. may choose to levy. The other is that the C. P. R. has the right to build a road through the Crow's Nest Pass or any other pass or place in the Dominion, and no one can say it nay.

We may regret that it is so, but that is about all we can do.

Any action having in view the curtailment of these powers can only emanate from the railway itself. There is no question about it.

Now, here is the opportunity for the securing of the desideratum.

The Dominion Government cannot prevent the C. P. R. from building a road through the Crow's Nest Pass. Some grading and cutting for the road has already been done. But, while the Government cannot prevent the company from constructing and operating the road, it can refrain from contributing one cent from the public treasury to aid in building the road.

That is clearly the duty of the Government unless the C. P. R. is willing to give a quid pro quo in return for the dollars which come from the public treasury.

And the only quid pro quo that will satisfy the people of this country will be the surrender of those privileges which give C. P. R. freight rates immunity from Government interference, no matter how discriminatory and unjust these rates may be.

HARDWARE AND METAL has, time and again, urged that under the conditions obtaining to-day it was better for the people of this country that the Crow's Nest Pass should be owned and operated by the C. P. R. It thinks so still.

And, briefly stated, our case is based on this premise: At present the C. P. R. is complete master of the situation. It can build a line through the Pass even if half a dozen companies had already done the same. It has also full control over its freight rates. And all these powers came to it under its charter.

The actual work of constructing a road through the Pass has been begun by the C. P. R.; but it is knocking at the door of the Dominion Government for financial assistance in the matter.

This very knocking opens the door of

opportunity for discussing the question of freight rates, not only in regard to the 315 miles of proposed line through the Crow's Nest Pass, but in regard to those on the whole C. P. R. system as well.

And before any further assistance is accorded that railway the people of this country demand the return to the Government of that which should never have been taken from it, namely, the right to a voice in the fixing of the freight rates on the C. P. R. system.

The C. P. R. may refuse to concede anything along the lines indicated. But no concessions, no subsidy. That is the business man's motto, and it should be the Government's motto.

U. S. IRON TRADE WITH CANADA.

A BUSINESS man must wonder why a shrewd commercial nation like the United States is so slow in exploiting the Canadian market for iron and steel manufactures for all it is worth. They have steadily increased their sales, it is true, in recent years. But the trade is not on a permanent basis, because the tariff relations of the two contiguous countries are so unsettled.

A pro-British tariff in Canada, a preferential Imperial tariff between the Mother Country and her colonies, would certainly do the United States out of the bulk of its iron and steel trade with Canada. And the high tariffs of recent years—the McKinley law in 1890 and now the Dingley bill—are clearly driving Canada toward a special arrangement with Great Britain.

In 1896 the United States sent over six million dollars' worth of iron and steel goods into this market. Our total imports of dutiable materials of this class in 1896 were eight and a half millions, so that our neighbor does a very considerable business with us, and to court its diversion to another customer seems unlike the shrewd commercial spirit for which the Americans claim, and get, credit.

That American iron manufactures, in certain classes, already come here in larger quantities than the British goods of the same classes is well-known. A British tariff would knock that tendency into a cocked hat. Then, there are certain other classes in which the British and American manufacturers struggle for supremacy in this market. Let us quote a few to illustrate :

IMPORTS INTO CANADA DURING 1896.

	From Great Britain	From the United States
Bar iron	$ 52,218	$ 66,652
Cast iron pipe	19,421	27,983
Sheets, iron or steel	633,843	97,674
Pig iron	60,907	332,780
Steel rails	60,080	61,115
Fish plates	32,597	17,799
Rolled iron or steel angles	65,885	55,572
Rolled girders	36,406	25,662
Steel bars, rolled, ecc.	128,518	182,141
Steel plate	88,702	49,281

Plainly, it wouldn't take much of a tariff change to throw a great advantage to the British maker in these materials and take away the whole, or a large slice, of the trade from the Americans.

Of course, our neighbors know their own business best. They are great admirers of their own home market, and rightly. But as they confess to a desire to increase the export trade it does seem strange that they should shape their tariff legislation so as to drive a neighboring customer buying for five millions of people into the arms of competitors.

THE NEW TARIFF.

IN another part of this issue we print the new tariff in full, together with a comparison of the duties as they existed under the old tariff.

No revision of the tariff since 1879 has created so much interest. And knowing this fact HARDWARE AND METAL decided to publish in this week's issue a complete list of the new tariff.

To do this has entailed the expenditure of a great deal of time and money. But in the interests of our readers we felt it was our duty to do so.

In furtherance of our object a staff from this journal has been at the capital for nearly a week making the necessary preparations.

Besides the energy which has been expended on our part, we are indebted to the courtesy of the Government in supplying us with accredited information in order that a complete list of the new tariff might be laid before our readers this week.

The printing of the new tariff has necessitated some delay in issuing this week's paper, but we feel confident our readers will not, under the circumstances, be annoyed at being compelled to wait a day longer for their favorite trade journal.

DEPARTMENT STORES AND SEEDS.

SOME of the departmental stores in Toronto have been selling flower seeds lately at a price which has caused retailers who handle them a great deal of concern.

Were the facts generally known, however, there would be little cause for concern.

By actual demonstration it has been proved that the seeds sold by at least some of the departmental stores are actually dearer, according to the number of seeds in a package, than those sold by ordinary dealers at the regular price, let alone the fact that the seed is thin and shriveled, and lacking in that plumpness which characterizes new seed of good quality.

Seed, it must be remembered, is an article the quality of which none but experts can judge. It is an easy thing for an unscrupulous dealer to take old or rejected seed and palm it off on the public.

A seedsman of many years' experience informed HARDWARE AND METAL that one method whereby seed can be put on the market at a seemingly very low figure is by taking that which is old and useless and adding to it a small percentage of new seed, thus ensuring sufficient germination to keep the purchaser from suspecting fraud.

Some of the department stores do not even appear to have taken the pains to do this, for we know of instances where seeds bought from these stores have even refused to send up one green shoot.

Legitimate dealers throughout the country will benefit themselves and the people in their community by disseminating these facts as broadcast as possible.

The attention of publishers of local newspapers should be drawn to the matter, and influence be brought to bear to get them to ventilate it in the columns of their journals.

If such were done, this particular trade of the departmental stores would diminish enormously in a short time.

COMPELLED TO TAKE A PARTNER.

On the first inst. M. O. Crowell, hardware merchant, Halifax, N. S., admitted his brother, L. H. Crowell, a partner in his business, and in future the business will be carried on under the firm name of Crowell Bros.

Mr. L. H. Crowell has been for the past fourteen years in the employ of the well-

known firm of Pickford and Black, and is in touch with the hardware and ship chandlery trade of Halifax.

Mr. M. O. Crowell informed HARDWARE and METAL that he found this step necessary in order to cope with his rapidly-increasing business.

NEW GOODS.

STRAWBERRY HULLER.

The strawberry season is at hand, and the Hamblin and Russell Mfg. Co., Worcester, Mass., have prepared for it with something both new and ingenious in their "Yankee Strawberry Huller." The huller is simply a small pair of tongs or pinchers, with which the stalk of the strawberry can be removed without injuring the fruit in the slightest or soiling the fingers. It will not only save a considerable amount of work, but will be valuable on sanitary grounds, as it will to a great extent do away with the necessity of the fruit being handled by servants and others with perhaps not overclean hands. A sample pair will be sent free to any wholesale or retail dealer who will drop them a postal card requesting one.

SMOKELESS POWDER.

An interesting and instructive lecture upon "Smokeless Powder; Its Appliances, Practice and Purpose," was delivered by Mr. L. G. Duff Grant, of the Smokeless Powder Co., London, Eng., at the Museum of Practical Geology, in London.

The lecture, which contains much useful information in regard to the manufacture and use of smokeless powder, has been published in book form, with many explanatory cuts and diagrams.

Persons wishing to secure a copy can do so by writing Lewis Bros. & Co., Montreal.

A GAS STOVE CONTEST.

The best gas coke stove has been made the object of a prize contest by the Association of German Gas and Water Engineers. The contest does not only apply to newly invented stoves, but also to stoves already on the market, the race being free to all. Whoever intends to participate must send plans and description to the secretary of the association, Mr. K. Heidenreich, Berlin, N. W., Thurmstrasse 19, Germany, from whom further details regarding the conditions of the contest can be obtained. The plans, etc., must be in the hands of the secretary before September 1, 1897. The judges will then meet, examine the plans and decide what stoves are to be admitted to the contest. The stoves must reach Berlin by November 1. Prizes aggregating a total of 5,000 marks will be awarded. The judges are: H. Drehschmidt, chemist of the municipal gas works, Berlin; H. Fischer, privy councilor and professor of the technical high school, Hanover; L. Koerting, director of the gas works, Hanover; E. Merz, director of the municipal gas, water and electric works, Cassell; E. Reichardt, direcor of the municipal gas and water works, Karlsruhe, and Dr. F. Renk, professor for hygiene of the technical high school, Dresden.—Kuhlow's Trade Review.

CANADA'S TRADE FOR MARCH.

The March exports of Canadian products totaled $6,453,000, and the imports $11,810,000, making a total trade of $18,263,000 The comparison with the previous year is as follows:

	Total trade.	Duty paid.
March, 1896	$14,255,000	$1,900,000
March, 1897	18,263,000	2,458,000

For the nine months ending March 31st, the comparison with the corresponding nine months of the previous fiscal year was as follows:

	Exports.	Imports.	Duty paid
1896	$92,009,000	$83,834,000	$15,463,000
1897	99,192,000	85,089,000	15,769,000

This shows a total trade for nine months of the present fiscal year of $184,734,000, nearly ten millions better than last year.

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THE TITAN CRANE.

AN interesting development of the Titan crane is about to be applied to the construction of the breakwater at Vera Cruz to be constructed by S. Pearson and Co., the well-known London contractors, says Kuhlow. Hitherto the Titan crane, the construction of which Messrs. Stothert and Pitt, of Bath, have made a special feature, has been confined to the deposit of the large masses of concrete constituting the superstructure of the breakwater, the mound, or foundation of rubble, having formerly been tipped from barges and allowed to consolidate—a process which occupies a year or eighteen months. It even then occurs that when the 40-ton blocks of concrete are placed in position there is further settlement, involving difficulties. At Vera Cruz the weather and sea conditions make it impossible to carry out the usual procedure, and Sir W. Pearson and Mr. J. Meldrum have adopted the Titan crane for the work so as to construct the breakwater from the initial stage, on the telescope system, of course. The crane with its special gear was tested at the makers' works at Bath on Wednesday, in the presence of a large number of engineers, and proved well adapted for its purpose. The horizontal jib of the crane, which is about 130 feet long, is designed on the lattice girder principle, and the engines, with cylinders 10 in. in diameter by 14 in. in stroke, are designed to lift 40 tons at a radius of 60 ft. at a maximum speed of 9 feet per minute. On trial 45 tons were lifted, a complete revolution being made by the crane in three minutes. It travels forward 45 ft. per minute, and can rack the load at 25 ft. per minute. The gauge of the rails is 6 metres, and the rail wheels are 2 ft. 6 in. in diameter. Over the axles are volute springs to distribute the weight more effectually. The total weight is 320 tons. The first departure from the usual design of such cranes is that the weight—40 tons—may be carried by two sets of gear, each with cable drums worked independently, Thus American railway cars with the rubble can be lifted, carried forward by the crane, and the contents tipped into the bottom of the sea by the use of the independent sets of lifting tackle. A trench, of course, is previously prepared. To consolidate the rubble at once, special gear has been fitted and this has been supplied by Messrs Lobnitz, of Renfrew. A special winch with separate engine is fitted on the Titan. This is to lift and drop a "punner" working over a pulley on the extreme end of the job. This punner is a truncated cone, the bottom being convex—a form evolved after experiment to give the most effective blow on the rubble. It weighs nearly 20 tons, and on Wednesday it was dropped repeatedly on a mass of rubble tipped into a pit 10 feet deep and 16 feet square, and the effect was to thoroughly pack the big blocks. At Vera Cruz it is intended to use a sand pump dredger to fill in the inserstices, as is done by the wash of the sea in the long-drawn-out natural process of consolidation. Again, to prevent any ill effects from scour at the bottom of the mound, a trench is to be made on either side, a foot or two below the level of the surface, and to be filled in with rubble. The outside of the mound will be further protected by a mass of concrete deposited in the "promiscuous" way known as Hawkshaw's and Hayter's system. The superstructure, as usual, will consist of 40-ton concrete blocks placed in position by the Titan crane at an angle of 70 deg., and keyed the one to the other. The Vera Cruz breakwater is to be 900 metres (2,952 feet 9 in.) long, and it may be added that the same procedure will be adopted by Messrs. Pearson at the breakwater at the Pacific termination of the Tehuantepec Railway, which will be of still greater length.

BRAZING FLAT COPPER.

Thin plates of copper may be readily brazed, edge to edge, by clamping the plates to a frame of iron or on a large piece of charcoal or pumice stone rubbed to a flat face. Any device is sufficient that holds the plates so that the edges match along the whole line that is to be brazed. If iron clamps are used, sufficient space should be made between the bars to allow of heating the edges of the plates without having to heat the clamp bars, say 1½ to 2 inches. The edges of the plates should be made square and clean. Charge the seam to be brazed with borax ground in water to a creamy consistency on a piece of slate or fine sand stone; a roughened china saucer makes a good borax rubbing surface. With a camel's hair pencil charge the seam with borax on both sides in a narrow streak, to make neat work; then sprinkle finely pulverized spelter on the borax on the upper side, and tip the plate up so that the excess of spelter will slide off the plate. With the seam of the plates tipped at an angle of about 20 degrees, start the blow pipe on the under side of the plate and at the upper end of the seam, with the flame pointing down the seam; as soon as the spelter melts follow the seam with the blow pipe to the lower end. In this way the melted spelter will draw through and flow along the seam, making a smooth joint. A good gas or gasoline blow pipe with a small flame should be used for thin plates. A little experience is also needed to avoid cutting the plate by overheating. For thick plates an open flame blow pipe, such as plumbers use, will make a good seam. If the plates are too large to handle over the blow pipe as described above, the blow pipe flame may be projected on top of the spelter, following down the seam as above described, but it does not make as clean brazing, nor does it draw the spelter through the seam as well as underside heating does. We do not recommend a charcoal or coke fire for this kind of brazing.—Metal Worker.

U.S. PIG IRON PRODUCTION.

THE Iron Age, in its monthly summary of iron production, says: "There has been so slight an increase in the rate of production of pig iron during March that it may be said that the output is practically stationary. Some accumulation is still going on, stocks having become heavier in some important producing sections.

"The weekly capacity of all the furnaces on April 1, compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
April 1, 1897	153	173,279
March 1	156	169,986
February 1	154	162,959
January 1	154	159,720
December, 1, 1896	147	142,278
November 1	133	124,077
October 1	130	112,782
September 1	145	129,500
August 1	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1	196	189,398
April 1	[illegible]	187,451
March 1,	207	189,583
February 1.	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	150,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391

"In comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and Anthracite— Number in blast.	Capacity per w'k.	Charcoal— Fur'ces in blast.	Capacity per w'k.
April 1, 1897	137	167,911	16	5,368
March 1	138	164,561	18	5,425
February 1	136	157,815	18	5,144
January 1	135	154,264	19	5,456
December 1, 1896	128	137,096	19	5,182
November 1.	112	119,094	21	5,083
October 1	105	105,520	24	6 562
September 1	124	123,271	21	6,229
August 1.	153	150,814	23	6,264
July 1	168	174,041	23	6,491
June 1,	175	176,749	19	5,471
May 1	180	184,634	16	4,760

"The position of stocks, sold and unsold, as reported to us April 1, was as follows, the same furnaces being represented as in former months:

Stocks—	Nov. 1.	Dec. 1.	Jan. 1.
Anthracite and coke	734,406	713,602	734,318
Charcoal	160,336	157,060	167,325
Total	894,742	870,662	901,643
Stocks—	**Feb. 1.**	**Mar. 1.**	**April 1.**
Anthracite and coke	787,129	837,583	841.876
Charcoal	178,778	186,020	183,955
Totals	965,907	1,023,603	1,025,831

HOW TO TEMPER A SPRING.

IT is not every smith who knows how to properly temper a spring, says The Scientific Machinist. It is not a hard job to some smiths, but other smiths, professional and amateur, claim that it is. In getting ready to temper a spring, one should begin with the forging itself, for if that be not well done no amount of "know how" can make a successful tempering. The forging should be done with low heats and light blows, and the steel should not be hammered while cold, with heavy blows at least. Avoid making hammer marks in the steel when forging, for, although such marks may be worked out, they do not add to the strength or long life of the spring. A good many failures of seemingly perfect springs could doubtless be traced to this little point in the forging. After the spring has been hammered to size, spend a little extra time in lightly hammering the steel when it is nearly cold—but don't strike hard. The light hammering will toughen the steel and make a better spring. The outside surface or "skin" seems better adapted to spring work where the surface is hammered up instead of being filed or ground. After the hammering is done polish the spring with a bit of emery paper. It is best not to put it on an emery wheel, for then the skin above mentioned would be destroyed. Sometimes, however, it is necessary to partly shape the spring by grinding, but let this be done at an early stage of the job, so that the outside skin may be restored as much as possible.

When ready for the hardening, there are two ways of doing the heating—either by holding the spring over a clean fire with a small pair of tongs, keeping the spring high up so that it will heat slowly, or by first heating a piece of iron red hot, and then placing the spring on that until the steel is heated.

When the spring is fully and uniformly heated to a light red, plunge into cool, but not ice cold, water. The amount of twist that is got into the spring by this operation depends on the manner in which the spring is put into the water. If it be put in so that a flat side touches first, the sudden cooling of that side will cause the spring to be pulled out of shape, and held there by the subsequent cooling of the rest of the spring. If put into the water endwise, or straight, there will be but little distortion of the spring.

After hardening, polish the steel with a bit of emery cloth until the metal is bright, clean and white, then put a few drops of oil on a bit of paper, light it and hold it under the spring until every portion of its surface is covered with a thick coating of smoke. Next heat the spring slowly, holding it high over the forge fire until the smoke is all burned off; but it should all go alike. Don't let one part of the spring get so hot that the smoke is all burned off while another part is thickly coated. That means a spring of uneven temper, that will break in short order. When the smoke has been carefully burned off, lay the spring on the ashes of the forge to cool slowly, and in a few minutes it will be ready for work.

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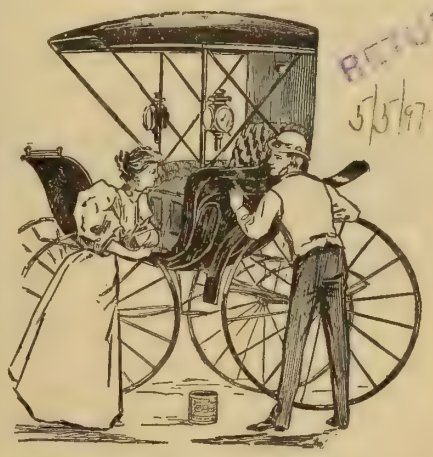

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U. S. TIN PLATE WORKS.

THE METAL WORKER of the 3rd inst, in summarizing its report regarding the tin plate works in the United States for the first quarter of the present year, said:

"There were 39 completed works rolling black plate, and possessing a total of 189 finished hot mills. Of these 39 works, four plants, having between them nine mills, were not in operation, and for the present are not likely to be employed. The remaining 180 mills, in 35 works, are actually effective. For one reason or another, generally of a temporary nature, about ten mills among the active plants were not in actual operation on April 1. This leaves a total of 170 mills at present running, as against 143 on January 1, 1897, which is the largest number ever operated at one time in this country. In addition, 11 mills were in process of erection at five works, bringing the total of hot mills completed and building up to an even 200. Five of the works make black plate only, being unprovided with tinning facilities.

"The 189 completed mills embraced in the American tin plate industry at the present time give it a potential capacity, conservatively estimated, of about 5,750,000 boxes of tin plate a year. Adding the 11 mills building would bring the capacity of the American mills in the near future up to nearly 6,250,000 boxes annually, which is about equivalent to the total consumption of tin plates in this country last year. Careful investigation and calculation place the present rate of production at more than 100,000 boxes of tin plates weekly, or at an annual ratio of quite 5,000,000 boxes."

Referring to the 29 dipping works which buy their black plate and dip and finish it for the market, The Metal Worker said: "These plants have an aggregate of 165 tinning sets. Four of them manufacture for their own use exclusively; three or four were temporarily inactive, and of the remainder very few were operating to anything like their capacity. The remainder were running only from 25 to 60 per cent. of their full extent."

THE MANUFACTURE OF STEARINE.

FATS, as tallow, palm oil, cocoanut oil, etc., are compounds of glycerine, or, rather, the basic radicle of glycerine, with two or more acids, the so-called fatty acids. The most important of these are stearic acids, the characteristic acid of tallow; palmitic acid, the characteristic acid of palm oil; both these acids are solid. Another acid is oleic acid, which is a liquid acid, present in almost all oils and fats, particularly in the liquid oils, such as olive oil, cotton oil, etc. The combination of stearic acid and glycerine is known as stearine; that of palmitic acid and glycerine as palmatin; that of oleic acid and glycerine as alein. Besides these three acids other fat acids are known to be present in particular oils and fats, as, for instance, linolic acid in linseed oil and rizinoleic acid in castor oil; with these, however, we have no concern at the present moment. When any of the fats named are boiled with a solution of caustic soda, they undergo the operation known as saponification, which is that the fat is decomposed, glycerine is set free, while the fatty acid combines with the alkali to form soap. If now the soap be treated with sulphuric acid it is in turn decomposed, and the fatty acid is liberated in the free condition. When tallow or palm oil are thus treated, there is obtained a mixture of stearic or palmitic acid, with oleic acid, according to the fat used. By maintaining the mixture of fat acids at a moderate heat, just below the melting point of stearic or palmitic acid, these solid acids tend to crystallize out, and then by placing the mass in cloths and subjecting them to pressure, the oleic acid flows out, leaving the solid stearic or palmitic acid behind; this article forms the stearine of commerce. The method of preparing the fatty acid above indicated is at once expensive and roundabout and in practice other and more economical plans are employed. In the manufacturing processes in use to-day one of the principles employed is the one first described by Chevreul, that when fats are heated under pressure with a comparatively small quantity of lime they are completely decomposed into a mixture of lime soap, free fatty acid and glycerine, and by subsequent treatment with a little sulphuric acid is obtained in the free condition.

Stearine manufactured by the lime process is usually known commercially as "saponified stearine" while that produced by the distillation process is known as "distilled stearine"; but from a practical point of view there is no difference between them, both may be used indiscriminately for the same purposes.

The apparatus required for carrying out the "distillation" process, as constructed by a well-known firm of London engineers, consists essentially of two portions, a still and acidifying vessel, with several adjuncts. The acidifying vessel is made of copper, about 7 feet in diameter by 8 feet high, and weighs 39 cwt. The fat is treated in this with from 3 to 6 per cent. of sulphuric acid, the strength of the acid being 1.82 to 1.84 sp. gr. Generally the mixture of fat and acid is heated by a current of superheated steam sent through it. After standing the mass is blown over into a charge tank placed about the still. The still is made of copper, 7 feet 6 inches in diameter and 8 feet deep. It is heated by a furnace, and is in connection with a superheater. Prior to running into the still the mass is boiled with water in the charge tank. This cleanses the fat from all excess of acid, and makes it ready for the still. The fat in the still is subjected to the joint action of direct heat and of superheated steam, it is decomposed, the products passing over into an upright tubular condenser, where they are condensed and fall into a box, there separating into two layers, the upper one of fatty acids, the lower one of water containing the glycerine. The fatty acids are then subjected to hydraulic pressure to separate the solid stearine from the liquid oleic acid.

The "saponification" process is carried on in an autoclave under pressure. The fat is first melted, then mixed in a mixing tank with revolving stirrers, with from 3 to 6 per cent. of its weight of lime previously made into a milk water and sieved from any particles of grit.

The autoclave is a boiler-shaped vessel made of copper, of from three-fourths of an inch to an inch in thickness, sometimes fitted with an agitator, and made large enough to hold three tons of fat. It is supported on one end in a brick-work chamber. When all the fat and lime has been run in, high pressure steam is sent into the autoclave until the pressure reaches about eight atmospheres, the length of time ranging from four to eight hours. Then the passage of the steam is stopped and the contents allowed to rest, when they separate into two layers, the lower one—the "sweet water"—containing the glycerine, the upper being a mixture of fatty acids and lime soap. Both are run out into separate tanks, the sweet water to be treated for glycerine, the fatty acids, etc., into a lead-lined tank. Here it is treated with hot dilute sulphuric acid, which decomposes the lime soap and liberates the fatty acids. These are collected and subjected to hydraulic pressure, as is the case with the distillation process. Also the fatty acids may be further purified by distillation, if necessary.

On and after May 25 the stores at Leamington, Ont., will close at 6 p. m. every Wednesday.

TRADE WITH SOUTH AFRICA.

A series of striking tables has just been published in England, showing the rapid progress which has been made by other countries in their trade with the South African states and colonies. During 1896 the total over-sea imports into South Africa amounted to £25,498,309, as against £16,081,703 for 1895. Of the former amount, Great Britain shipped goods to the value of £16,429,705, which is an increase of 34.4 per cent.; but other countries, such as the United States, Germany, Holland, Belgium and France, taken collectively, have nearly doubled their trade. In the case of the United States, the imports have increased from £1,009,318 in 1895 to £2,411,650 in 1896; Germany, £828,617 to £1,264,537; Holland, £169,039 to £225,990; Belgium, £136,546 to £373,861, and France, £44,727 to £146,390. These statistics, which have been compiled from the official returns issued by the various South African states and colonies, reveal the fact that while the proportion of British imports into South Africa has declined by 10.1 per cent. in the past 6 years, that of other countries has advanced by 13.6 per cent.

COMPARE THE SALES DAILY.

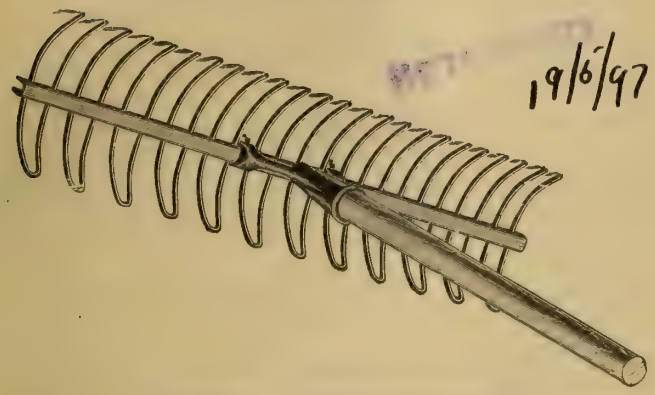
At the close of every day's business, says an exchange, compare the sales with those for the same date last year. If they are better this year it should encourage you to still greater efforts. If not so good it should spur you on to renewed efforts to come out ahead of last year. No business can stand still. It must either advance or decline. A slight advance is cause for encouragement, for it shows progress even though it may be slow. A falling behind should be regarded as a danger signal, for it may be the forerunner of a backward tide, which once it sets in, is almost impossible to stem. Every business man knows it is harder to build up a business that is run down than to build up an entirely new one. See to it that yours does not slip back.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

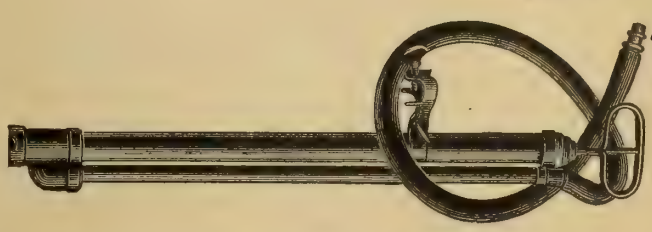
37 Front Street West, TORONTO.



19/6/97

QUEEN LAWN RAKES

Also Gibb Wire Teeth and King Wood Teeth.



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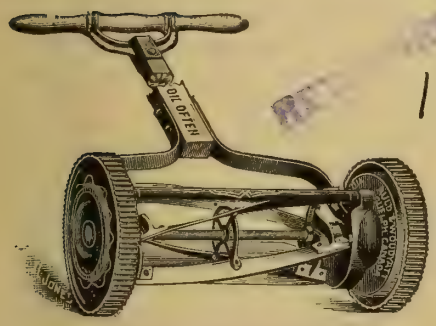
BRASS SPRAY PUMPS

No. 50—With Hose.



19/6/97

LAWN MOWERS

WOODYATT'S—Warranted.
High Wheel, 12, 14, 16, 18, 20 in.
PHILADELPHIA—Low Wheel, 14, 16, 18 in.

19/5/97.

PRUNING SHEARS

AMERICAN or GERMAN. Good Assortment.

19/5/97.

TREE PRUNERS

TREE PRUNERS, with 6, 8, 10 ft. Handles. BUCKEYE, 1 x 26. BUCKEYE, 2 x 30.

19/5/97

KENT TRIUMPH CORN PLANTERS

With or without Pumpkin Seed Attachment.

19/5/97

POST HOLE AUGERS

VAUGHN'S, 6, 7, 8, 9, 10 in. IWAN'S, 7, 8, 9, 10 in.

SEND IN YOUR ORDER ...GRAHAM Cut and Wire Nails are the Best... PROMPT SHIPMENT

THE TOWN OF LOCKS AND KEYS.

THERE are few Black Country towns of corresponding size making more distinct and steady strides of industrial progress than Willenhall, famous since Queen Elizabeth's days for the fabrication of locks and keys. The subjoined sketch is taken from the columns of an English exchange:

There can be no doubt that the aggregate volume of locks and keys produced in Willenhall to-day very far exceeds any previous record. Not only have many small workshops grown since the last decade into considerable factories, and many factories been largely extended, but the processes of manufacture have been so modified and improved that each individual workman can produce a much larger quantity in a given time.

Improved and up-to-date machinery for some of the preliminary processes of lock production have been very extensively introduced into the town, not only at the larger factories, but at many of the principal workshops. Between fifty and sixty gas engines are already at work in Willenhall, and the number is undergoing a steady increase.

Another factor in the situation, and one which has very greatly facilitated the recent development of lock production, is the wonderful improvement which has taken place during the last few years in the quality of malleable iron castings. By the introduction of what is known as "soft" iron—a sort of medium between common and malleable—cheap and excellent castings in the shape of keys and lock components are being produced in such perfection that they scarcely need the stroke of a file, and fall into their places with almost mathematical accuracy. This is a very wonderful help to the lock-maker in facilitating the progress of his work. The firms who adhere to wrought fittings are those which produce the better classes of locks, and these use steam forgings mostly of steel. Hand forging on the anvil—once so prominent a feature of Willenhall industry—has almost become obsolete. The hearth with its anvil and bellows was in the old days a familiar feature of every lock shop; they must have numbered several hundreds in the aggregate. Now they are all disused, and for the most part dismantled; there are, in fact, very few hand-lock forges left, and as no apprentices are being brought up to the industry it is likely soon to become extinct. So, too, with the introduction of cast keys, will become the art of key cutting.

Another feature in the lock trade of Willenhall during the last ten years has been the greatly augmented use of brass for lock bolts and fittings. The aggregate weekly consumption of brass castings and rolled metal in this trade is something enormous. Formerly it was the exception for lock-makers to produce their own brass castings, and Willenhall is studded with metal foundries, large and small, specially laid out to supply the requirements of the local lock-makers. Of late, however, there has been a growing tendency on the part of the large members of the lock trade to provide their own requirements in brass castings, and at several lock factories casting shops for this purpose are now in course of erection.

The total number of lock and key factories and workshops in Willenhall and the adjacent hamlets of Short Heath and New Invention is from 500 to 600, and the work-people number 3,000 to 4,000 all told. A very large number of the locks produced are of the cheaper class, but the production of locks of medium and better quality is steadily on the increase, and these maintain the old reputation of the town for skilled workmanship.

A CHECK ON DEAD BEATS.

The new charter of San Jose, according to The San Francisco Chronicle, provides that no man be retained as an employe of the city who does not pay his debts. The Youths' Companion very properly thinks that this provision is a practical way of saying that, without private integrity, there cannot be public efficiency, measuring the service as it ought to be measured, and a man untrue to himself, as is a shiftless or criminal debtor, cannot be expected not to break faith in some way with the community.

SHEFFIELD CUTLERY FOR THE U.S.

The exports of cutlery, steel, etc., from the Sheffield (Eng.), consular district to the United States during the first quarter of 1897 amounted to £121,265. This is an increase upon the previous quarters, but £40,000 less than the first quarter of last year. Cutlery exports last month were unusually heavy in consequence of the approaching increased tariff duties.

THE QUICK EDGE POCKET-KNIFE HONE.

Figure 1 represents a dozen Quick Edge pocket-knife hones in a display box as put on the market by the Pike Manufacturing

Co., of Pike Station, N.H., and 151 Chambers street, New York. This little hone, or sharpening stone, is particularly adapted to sharpening pocket knives, ink erasers, scissors and all small edged tools. It is made of a quick-cutting natural stone, mounted on hard wood with razor strop leather back and the display box is strong and attractive. It occupies but little space on the counter and sells the hone without effort on the part of the dealer.

Each hone is also enclosed in a little red paste-board case, with directions as to its use. The manufacturers call attention to the large field for a practical knife sharpener of this kind, pointing out that nearly everyone uses pocket knives and scissors, and that nine out of ten use them dull. The majority of knife and scissor sharpeners heretofore offered have been made of composition or some patent contrivance of steel or iron, that are neither practical nor efficient, the natural abrasive or sharpener for steel being natural stone, of a peculiar grit or texture adapted to the purpose. In figure 2 is shown a single hone. The Pike Manufacturing Co. offer to send samples to the trade.

To Whet a Scythe...

properly requires a good Scythe Stone.

Pike's BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND

are positively *Scythe Stones* the best on earth.

Pike's Lily White Washita OIL-STONE has no equal for mechanics' tools.

WRITE FOR PRICES

The Pike Mfg. Co., Pike Sta., N.H.

PEARCY'S PURE PREPARED PAINTS

A customer who had opened up his spring shipment writes us : "I expect to do a big trade in your Paints this season. I have sold 20 gallons already. **Keep the quality just as it is.**"

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West - - TORONTO.

Bowman, Kennedy & Co.

WHOLESALE HARDWARE MERCHANTS — LONDON, ONT.

DEALERS AND IMPORTERS OF

Linseed Oil.	Window Glass.	Wire Nails.	White Lead.
Spades and Shovels.	Cut Nails.	Cordage.	Building Paper.
Harvest Tools.	Binder Twine.	Chain.	Galvanized Iron.

Also full lines of Butler's, Rodgers' and Askham's Cutlery, German and English Razors, Carvers, Pens, and Pocket Knives.

QUICK SHIPMENT. *CLOSE PRICES.* *LARGE STOCKS.*

PARIS GREEN

GOVERNMENT STANDARD — GUARANTEED PURE

Kegs 250 lbs.
Drums 100 lbs.
" 50 "
Papers 1, ½, ¼ lb.

SPECIAL PRICES — WRITE FOR QUOTATIONS

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

Plumber and Steam-Fitter

NO strikingly new features have developed in the plumbing and steam-fitting trade during the past week. There is still considerable figuring being done, but few, if any, contracts are being let.

The plumbing and steam-fitting firm of Worthington, Garratt and Armstrong, 128 Bay street, Toronto, have dissolved, Thomas Worthington retiring. The business will be carried on by Fred W. Armstrong, under the old style and name.

LONDON MASTER PLUMBERS.

A regular meeting of the London Master Plumbers' Association was held in the association's room, Robinson Hall Chambers, on Thursday evening, 15th inst., at the adjournment of which the retiring president, Mr. R. J. Haslett, entertained the members to an oyster supper. The balance of the evening was spent in song, speech and sentiment, at the close of which all expressed themselves as having had a good time, and highly pleased with the success of the association.

Mr. W. H. Heard, chairman of the Dominion Association Sanitary Board, succeeds Mr. Haslett as president of the local association for the ensuing year.

EVAPORATION OF TRAP SEALS.

The diffusion of sewer air through houses that are closed during the summer and in which the water in the traps has been lost by evaporation, was recently the subject of an article in The New York Herald, which also pointed out that the circulation of air through a plumbing system by means of the vent pipes hastened the evaporation and dried the deposits in the soil pipes. It further stated that this dried matter, carried into the building in the form of dust, was even worse than the sewer air. This article has called forth the following letter, which may be of interest.

"In reference to the article on trap evaporation I would say that I consider the recommendations made in it of great value to householders. It refers specially to city houses, which are generally unoccupied during the summer. The water supply may be kept turned on to all fixtures, but some competent person should go through the house once every two weeks to let the water run, so as to flush each and every closet, bath, basin, washtub and cellar drain, in order to replenish the seal in the traps, that may have evaporated.

"As to gases entering houses from the sewer, this seldom occurs, as most all dwellings have a main house trap, and I don't believe there is much danger of the seal in this trap drying out. The body of water is large, and consequently takes longer to evaporate; besides it is replenished by every rainfall. Therefore, the most danger must come from the accumulated matter on the inside of pipes, as referred to. Care must, therefore, be taken that fixtures are regularly flushed and the traps refilled to keep the germs of disease from passing into living rooms, etc. In country houses water cannot be left in traps during the winter months, as they would freeze and burst.

"When such houses are vacated in the fall and I am sent to turn off the water and empty the pipes and traps, to prevent damage by frost, I usually refill the traps with glycerine, as glycerine does not either evaporate or freeze. I have taken out in the spring a large percentage of this material and put into jars, to be used the following fall. To fill all the traps in a large house with glycerine would cost from $20 to $40, but it is money well spent. I will leave it to physicians to state the consequences of such conditions where cesspools and sewers are allowed to ventilate into dwellings, as is common in many country houses. In addition to the matter of traps, tests should be regularly made, say once a year, to see that there are no defects in soil or waste pipes. Such pipes will corrode, joints will open, closet connections will crack, and leakage of sewer gas may go on for months without the occupants suspecting it, though a sharp scented person will notice that there is something wrong in the house and the inmates will probably complain of headache and dullness.

"A customer recently called under similar circumstances and complained of a foul odor in his parlor. I had the smoke test applied, and found there was a leak in the soil pipe behind decorated plaster partitions. The gentleman was not fully satisfied, and I suggested to plug up the pipe in the cellar and fill it with water to the second storey. We commenced filling the pipe from the bathroom, but noticed that it took unusually long. On going to the cellar, water was found running along the outside of the pipe, which showed conclusively that there was a considerable leak. We then cut away the plaster and discovered a crack fully 5 inches long, which a pencil could enter. The break was on the upper side of the bend, where a leak would not show under ordinary circumstances. I mention this case to illustrate that serious defects may exist in house plumbing and affect the health of the occupants without any evidence to ordinary observation.

WHY STEAM PIPES THUMP.

A correspondent recently asked The New York Sun for the philosophy of the thumping and pounding in steam pipes used for heating when steam is first let into cold pipes If it was caused by the air, how the air acted? what made the noise? and why it was intermittent like a trip hammer? The following answer was given:

"In all cases the pounding in steam pipes is caused by water, not air. Water formed by the condensation of some of the steam settles into parts of the pipes or in other parts of the steam heating apparatus where opportunity for the formation of traps offers, and when enough of it gathers it shuts off the flow of the steam. Then the steam gathers head against it, until able to push the water along partly out of its way, and a great bubble of steam rushes past into the pipe beyond, making the pipe vibrate as if struck on the outside with a hammer. The moment the bubble of steam passes the pressure behind the water is reduced and the water runs back, again closing the passageway. Another bubble of steam is soon forced past, and then another, and this process continues until the steam heats the pipes enough to stop the rapid condensation which first formed the obstructing pool and

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

. . ISLAND CITY . .

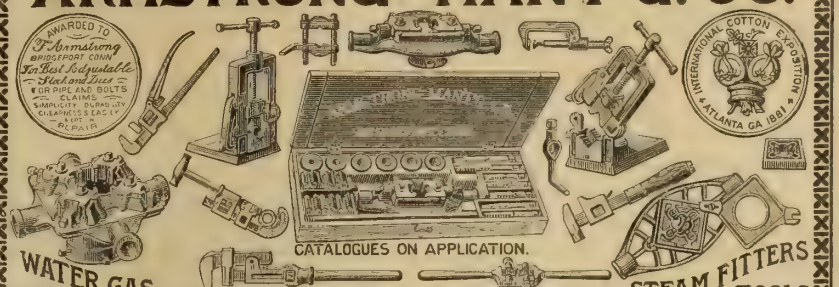
Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

ARMSTRONG MAN'F'G. CO.



CATALOGUES ON APPLICATION.

WATER GAS AND STEAM FITTERS TOOLS

BRIDGEPORT. CONN.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

Assistant Wanted

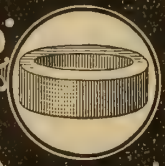
An energetic young man, having a good practical knowledge of Plumbing, Steam-fitting and Gas-fitting to write for that department of HARDWARE AND METAL, and to solicit subscriptions and advertisements. Apply

Managing Editor

MacLean Publishing Co., Montreal

CANFIELD'S MOULDED RUBBER GOODS

RUBBER HEADED NAILS
GLASS GAUGE
GASKETS, RINGS, BUMPERS.
BOILER GASKETS



SMALL RUBBER GOODS
MOULDED RUBBER GOODS
H.O. CANFIELD ~ BRIDGEPORT, CT.

PLUMBERS' SUPPLIES

The "FAULTLESS"

"FAULTLESS"

Smooth Corners
No Wrinkles
Best and Cheapest Sink

WRITE FOR PRICES AND DISCOUNT.

Ontario Lead and Barb Wire Co. Ltd., - Toro

also to evaporate and dissipate the pool itself. In particular cases a second and perhaps a third pool will form in the same place before the pipes get hot enough to stop such action. In these cases the pounding continues for a time, then stops, then begins, stops, and then pounds again before the final stoppage.

"There are many causes of these collections of water, but the most prolific one is an improper alignment of the steam pipes, by which there is left between the boiler and the radiators a sag in a pipe. In order to get heat from the steam, the steam must circulate through the pipes to the radiators and then return to the boiler in the form either of wet steam or water. Any spot in the whole system where the water can lodge will obstruct this circulation and cause a pounding. Where pipes are carried along laterally they should by preference have a slight rise along their whole course from the boiler and should never be allowed to get into a reverse position. They are often set wrong at first, but even if this were not done the settling of a building frequently causes a trap in them. Other traps are found at times in globe valves where the steam has to dive down under a diaphragm to get through the valve. This can be remedied by changing the position of the valve so that it stands at an angle of about 45 degrees from the vertical instead of straight up. In other cases the radiators are not level and water gathers in them and makes a trap. In a single pipe system, where the steam is fed in and the water returns by one pipe and valve, this has been found to be caused in a number of cases by a lack of provision for the elongation of the pipes when they were heated. This expansion of the pipes will lift the end of the radiator where the pipe is attached, and make a trap at the other end.

"In double pipe systems a radiator may be set to thumping by having the steam partly turned on while the return valve is closed, or by a leaky valve letting a little steam into the radiator while it is supposed to be out of use. Even in well set up systems, where there is not a decided drop back to the pipes toward the boiler all through their course, a great thumping may result from suddenly turning a full head of steam into cold pipes and radiators. Under these circumstances so much water will be turned in the cold pipes that it will block a part of the level portions of the pipe and make a great rumpus before it can get back to the boiler and leave the pipes clear again. The remedy for this is simple: don't turn on the steam so rapidly.

PLUMBING NOTES.

St. Jacques & Huot is the style of a new plumbing firm in Montreal.

Jean B. Genin and John McLaurin have registered a partnership in Montreal to carry on business as plumbers under the style of J. B. Genin.

A dwelling, two storeys and attic is to be built at 742 Spadina avenue by John Wanless; cost, $4,000.

GALOPS CANAL.

NOTICE TO CONTRACTORS.

EXTENSION OF TIME.

THE time for receiving Tenders for the Iroquois Section of the Galops Canal has been extended until Friday, the 30th day of April, 1897.

An accepted bank cheque for the sum of $50,000 must accompany each tender, instead of $100,000 as originally called for.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 13th April, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods
Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

WRITE FOR REVISED PRICES OF

Window Shades

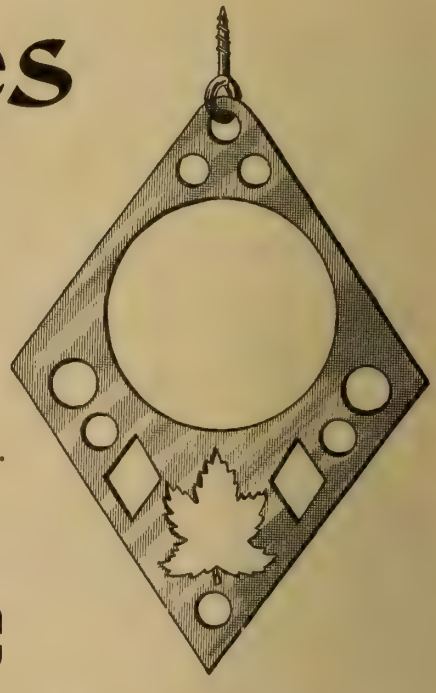
GREAT REDUCTION.

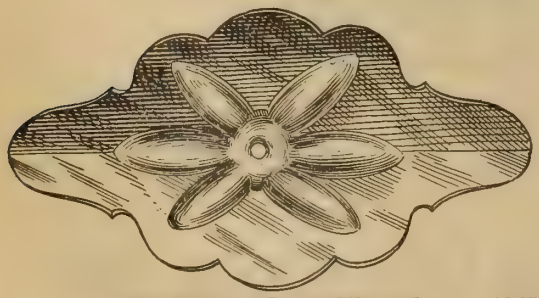
In honor of our **QUEEN'S JUBILEE** we have concluded to sacrifice to the trade a

JUBILEE SHADE PULL

Emblematic of the great and ever to be remembered historical event, at 75 cents per gross.

WHITE METAL ONLY.





ONCE USED. ALWAYS USED.

THE LATEST DESIGN

THE

M. T. Stair Plate

Solid Brass or Brass Silvered - $2.25 gross
Special, Silvered only - - - 1.50 gross

The advantages claimed are as follows:

They are **stronger** and are constructed so as to hold the carpet **more firmly** to the step. They require only one nail to hold them in position. Are much more **ornamental.** And last, but not least, are sold at same price as the **cheapest** plate on the market.

CAUTION: This design was registered by us at Ottawa on the 4th of February, 1897. Any one infringing on same will be prosecuted.

Menzie, Turner & Co.

Sole Manufacturers

TORONTO

IMPORTANT TO THE HARDWARE TRADE

To Save Time, Worry and Expense

We strongly recommend our

"Manhattan" and "Red Cross" **Varnishes** Etc.

In Lever-Lid Cans, for Convenient Use.

		Size No. 1	Size No. 2	Size No. 3
Black Japan, Brown Japan Dryer, No. 1 Furniture Varnish, Stove Pipe Varnish, Furniture Polish	.....	$0.40	$0.20	$0.14
No. 1 Carriage Varnish, Elastic Oak Varnish, Light Hard Oil Varnish, Best Furniture Varnish, White Damar Varnish, Gold Size Japan	.....	.60	.36	.20
Knotting Shellac, Copal Boat Varnish	.....	.80	.48	.28
Pure Orange Shellac, Pure White Shellac	In stone bottles ...		.60	.34

WRITE FOR DISCOUNT.

Bicycle Items

Air Drying Enamels.

ALWAYS READY FOR SHIPMENT.

Cardinal, Orange, Pale Blue, Vermilion, Pink, Dark Green, Black, White, and Transparent.

In Small Tins - - -	Per Doz.	$3.00
In Bulk - - -	Per Gall.	5.00
Cardinal and Vermilion -	"	6.00

Baking Enamels. Made to Order.

Ordinary Colors - - -	Per Gall.	5.00
Special Cardinal and Vermilion	"	6.00

All Shades shown in our Superfine Carriage Color Book, prepared in Baking Enamels to order.

Bicycle Varnishes.

Baking Copal for Frames -	Per Gall.	6.00
Undercoating Rim Varnish -	"	5.00
Finishing Rim Varnish -	"	6.00
Baking Black Japan - -	"	3.00

Grapholine Chain Lubricant.

In Tubes 4" x ¾" - - - Per Doz. 1.20

PRICES SUBJECT TO DISCOUNT.

THE CANADA PAINT CO. LIMITED

Branches at Toronto and Victoria. MONTREAL

Established 1860. **"NEW PROCESS"** Incorporated 1895

BLUE FLAME OIL STOVES

This is not the stove that is "just as good," but the genuine New Process Oil Stove, manufactured by the **Standard Lighting Co.,** CLEVELAND, OHIO, inventors of the BLUE FLAME, of which we are General Agents for Canada.

The THOS. DAVIDSON MFG. CO. Ltd.

Send for 1897 CATALOGUE. **... MONTREAL.**

MANITOBA MARKETS.

WINNIPEG, April 23, 1897.

BUSINESS has improved slightly since last week. The lower summer freight has come in and this has helped to ease matters somewhat. On several special lines the freight will be lower this summer than last. Barb wire is lower and for carload lots a very close price is made. Bicycles are handled by all hardware firms as well as the numerous agencies devoted to them exclusively, in fact almost everyone is selling bikes in these days. The demand from the country has already been very large. In the city trade is opening up well.

Prices remain unchanged, with the single exception of nails. We quote: Common steel wire nails, 3 to 6-inch, $3.10 per keg; 2½-inch, $3.23.

NAILS—Cut, per keg, base price $2.63 for 60d., with usual extras; common steel wire nails, 3 to 6-inch, $3.10 per keg; 2½-inch, $3.23, with usual extras for smaller sizes.

HORSE NAILS—Pointed and finished, oval heads, list prices are as follows: No. 5, $7.50 per box; No. 6, $6.75; No. 7, $6; No. 8, $5.75; Nos. 9, 10, 11, $5.50. Discount off list prices, 45 per cent.

AXES—Per box, $6 to $9.

WIRE — Galvanized barb wire, plain twisted wire and staples, $3.10 per 100 lbs.

IRON AND STEEL—Bar iron, per 100 lbs., base price $2.25 to $2.50; band iron, per 100 lbs., $2.85 to $3; Swedish iron, per 100 lbs., $5.25 to $6; sleigh shoe steel $3, to $3.25; best cast tool steel, per lb., 9 to 11c.; Russian sheet per lb., 12 to 13c.

SHEET IRON—10 to 12 gauge, $3; 22 to 24 and 26 gauge, $3.25; 28 gauge, $3.50.

CANADA PLATES — Garth and Blaina, $3.15.

GALVANIZED IRON—American, 20 gauge, $4; 22 and 24 gauge, $4.25; 26 gauge, $4.50; 28 gauge, $4.75 per 100 lbs.

IRON PIPE—50 to 60 per cent. off list.

LEAD—Pig, per lb., 4½c.

SOLDER—Half-and-half (guaranteed), per lb., 14 to 16c.

ROPE—Sisal per lb., 7½ to 8c. base; manilla, per lb. 9¾ to 10¼c. base; cotton, ¼ to ½ inch and larger, 15c. lb.

PAINTS AND OILS.

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 3½c.; American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

WINDOW GLASS—First break, $1.75 per box of 50 feet, and $2 for second break.

LINSEED OIL—Raw, per gal., 52c.; boiled, per gal., 55c. in barrels; per gal., 58c. An additional charge for packages for small quantities.

TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c.

REFINED PETROLEUM—Prices here are as follows: Silver Star, 19½c.; Crescent, 22½c.; Oleophene, 4½c., in barrels. Car lots, 1c. per gallon less. United States oils in barrels are quoted at 28c. for Eocene and 25c. for Sunlight.

SUNDRIES—Glue, S.S. in sheets, per lb., 12½ to 15c.; glue, white, for kalsomining, 15 to 18c.; stove gasoline, per case, $4; benzine, per case, $4; benzine and gasoline, per gallon, 50c.

UNITED STATES MARKET.

NEW YORK, April 23, 1897.

PIG TIN—London cables came about 5s. lower and quoted dull as well as rather weak market. The local market, however, remained stationary and indications were not wanting that the slight foreign decline had previously been discounted. A very fair amount of business with consumers and interior dealers was effected, but speculation remains virtually at a standstill. Prices at the close stood at about 13.20 to 13.25c. f.o.b. for lots of 5 tons or more, spot delivery. Powell's cable makes the shipments from the Straits during the first half of April, 875 tons to the United States, 490 tons to London, and 270 tons to Continent.

COPPER—Except that London cables on merchant bars came a shade lower, there was no new feature. Business, to all accounts, was merely fair and the demand hesitant, while prices remain uneven, with the range of 11⅜ to 11½c. quoted for Lake Superior; 11 to 11¼c. for electrolytic, and 10¾ to 11c. for casting.

PIG LEAD—Dealings are still on a small scale here, and buying interest generally is moderate, making in all a slightly weaker market at about 3.30 to 3.35c. for Western. London cables quoted £11 17s 6d for soft Spanish.

St. Louis, April 20.—Market quiet and easy, at 3.10 to 3.12½c. for Missouri and 3.15 to 3.17½c. for desilverized.

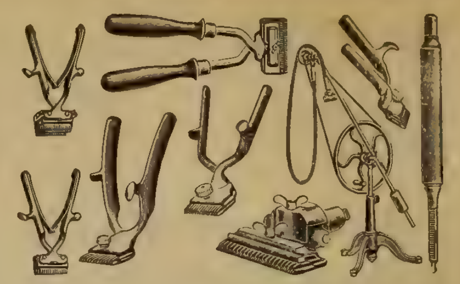
SPELTER.—Holders are somewhat firmer on prices, some quoting as high as 4.20c. and others 4.15c., while about 4.10c. would appear to be the strictly inside price for any reliable western brand. Dealings are slow here, however, and inquiries almost wholly for carload lots. London cables quoted £17 6s 3d for good merchant brands.

St Louis, April 20.—Market very firm at 3.95 to 4c.

ANTIMONY.—Moderate business at steady prices was all that was reported. Regulus quoted at 7¼ to 7½c. for Cookson's; 7 to 7⅛c. for Hallett's, and 7c. for Japanese

TIN PLATE—The market remains in very poor shape. Buyers are still backward, as though lacking in confidence regarding the outcome of the producers' so-called agreement, and dealers in more quarters than one are deviating to greater or less extent from list prices. In short, the market is rather weak and slow.

IRON AND STEEL—There was complete absence of new feature. Business is slow in all departments and prices are rather weak.



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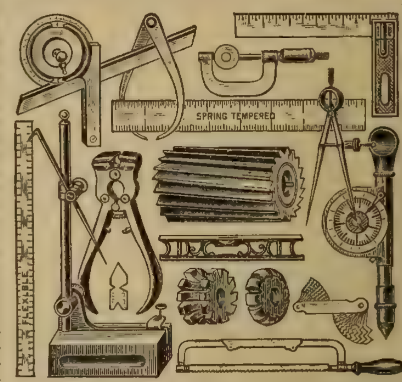

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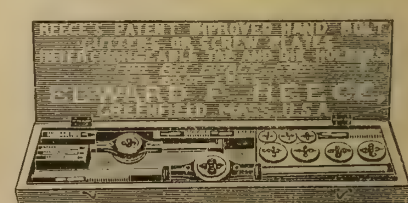

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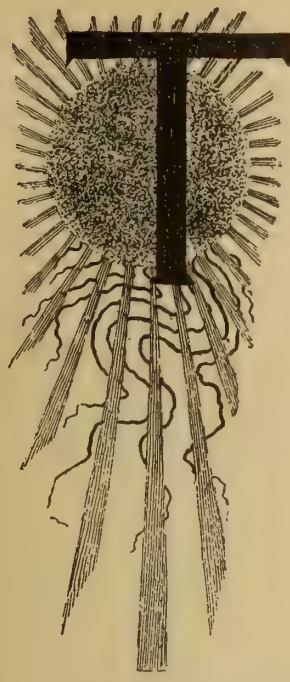

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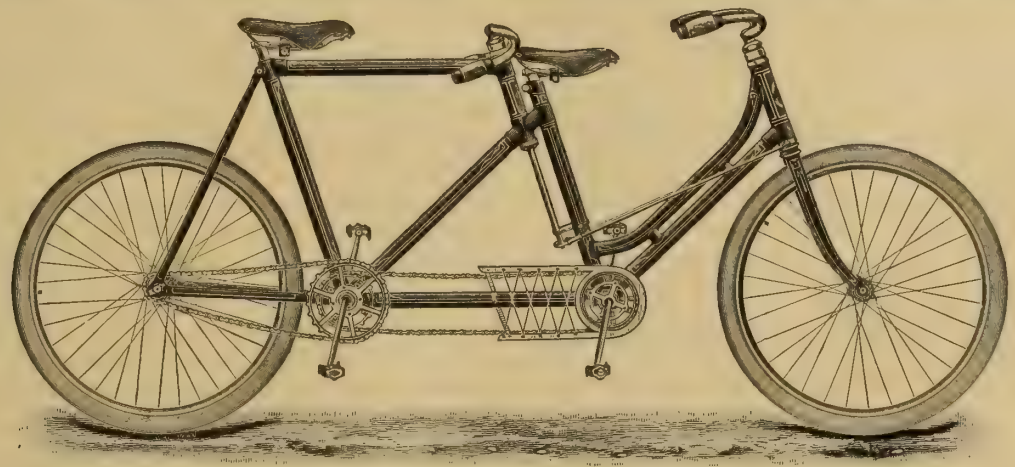

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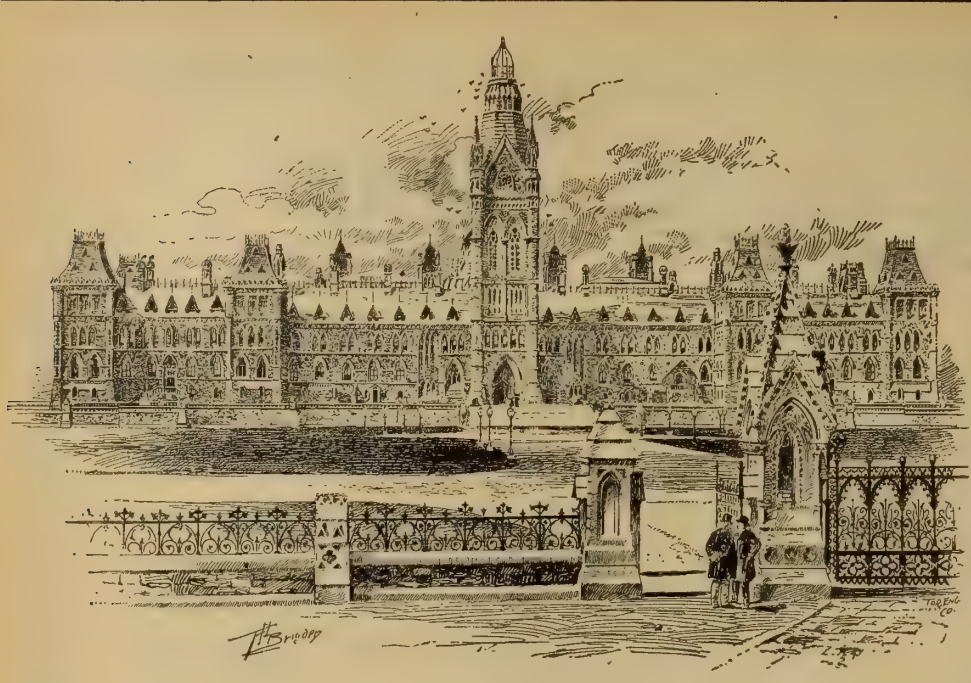

THE NEW TARIFF.

FOR about the seventh time since Confederation the Dominion of Canada has a new tariff. It was brought down, according to promise, on Thursday.

What may be termed its most striking features are the double schedule and the moderate character of the changes made in the duties. The double schedule particularly is a noteworthy feature of the tariff, being as it is an innovation in tariff-making in Canada.

The particular purpose of this double schedule is (1) to give the produce of Great Britain a preference in our market, and (2) the products of "any other country," to use the words of the Finance Minister, "willing to put herself on the same terms as Great Britain, and regarded by the Government as coming on the whole within the terms of the resolution."

While Mr. Fielding did not say so, Germany and Belgium, under the provisions of Imperial treaties, may also have the right to send their products into Canada at the same rates of duty as Great Britain. Under these treaties Great Britain can give the products of Canada, or any other of her colonies, preferential treatment, but Canada and the other colonies cannot give the products of Great Britain preferential treatment and at the same time exclude from the same privileges the products of Germany and Belgium. But it is a question whether these apply to Mr. Fielding's proposal.

The clause in the new tariff covering the double schedule reads as follows :

On all the products of countries entitled to the benefits of this reciprocal tariff, under the provisions of section one, the duties mentioned in schedule "A" shall be reduced as follows: On and after the 23rd day of April, 1897, and until the 30th day of June, 1898, inclusive, the reduction shall in every case be one-eighth of the duty mentioned in schedule "A," and the duty to be levied, collected and paid shall be seven-eighths of the duty mentioned in schedule "A." On and after the first day of July, 1898, the reduction shall in every case be one-fourth of the duty mentioned in schedule "A," and the duty to be levied, collected and paid shall be three-fourths of the duty mentioned in schedule "A." Provided, however, that these reductions shall not apply to any of the following articles, but such articles shall in all cases be subject to the duties mentioned in schedule "A," viz., ales, beers, wines and liquors ; sugar, molasses and syrups of all kinds, the product of the sugar cane or beet root ; tobacco, cigars and cigarettes.

A misunderstanding appears to exist in the minds of some people as to when this double schedule, as far as Great Britain is concerned, shall go into force. There is no need, however, of any misunderstanding, as the Minister of Finance, during the course of his budget speech, clearly stated that it goes into operation with the new tariff, which is at once.

To be exact, Mr. Fielding explained that except on intoxicants and tobacco, it was proposed to reduce the duties one-eighth at once and one-fourth in a year on goods imported from Great Britain and from any other country willing to put herself on the same terms as Great Britain.

Although there have not been many changes made in the tariff, among the few which have been made are some striking ones. Corn, except when for distillers' use, has been transferred from the dutiable list at 7½c. per bushel to the free list, while the duty on cornmeal has been reduced to 25c. per barrel. It was formerly 40c. per barrel.

Spirits have been increased 15c. per gallon, but ale, beer and porter remain as before.

The duty on wheat has been fixed at 12½c. per bushel instead of 15c., and that on flour has been reduced 15c. per barrel, the rate now being 60c. per barrel. On animals and their products the tariff remains much as before.

One of the items under the old tariff which, it will be remembered, has been the subject of much discussion was rice. Under the new tariff, while the duty on the cleaned article remained unchanged, that on uncleaned rice, which is the manufacturer's raw material, has been raised to ¾c. per lb.

Tea, the expectation of a duty on which led so many to speculate, remains upon the free list, and under the same conditions as obtained under the old tariff, namely as to tea purchased in bond in any country where it is cubject to Customs duty. The duty on coffee is also unchanged.

Sugar is another commodity regarding the duty on which speculators will not be satisfied. Instead of being higher, as some anticipated, it is lower ; that is, as far as the refined article is concerned. Under the old tariff all sugars above No. 16 Dutch standard were subject to a duty of 1.14c. per lb. It is now 1c. per lb. Raw sugar is unchanged at ½c. per lb. The duty on syrups is unchanged.

The duties on tobaccos have been increased substantially. Cigars and cigarettes will pay a duty $1 higher, and on cut tobacco the rate is 5c. per lb. in advance of the old tariff.

As expected, the coal duties remain as before, but the Minister of Finance intimated that when the United States put its duty on coal back to 40c. per ton the Government would reduce the Canadian duty on bituminous coal to the same figure. Anthracite coal remains on the free list.

The duty on coal oil is one cent per gallon lower and crude petroleum for fuel ½c. per gallon lower. In addition to this, the restrictions in regard to the sale from tank vessels have been abolished. The duty on olive oil is 10 per cent. lower.

Those who expected a reduction in the duty on pig iron and scrap have not been disappointed. The duty on pig iron has been reduced $1.50 per ton, being now fixed at $2.50 per ton, while the duty on scrap is $1.50 per ton instead of $4 per ton. Steel ingots, blooms and slabs, billets and puddled bars are reduced by $1 per ton, the duty now being $4 per ton. What has been taken away in the way of import duties the Government proposes to make good by increasing the bounties.

The duty on cottons, as a rule, shows an increase.

	Old.	New.
Absinthe	$2.25 per imp. gal.	$2.40 Im. gal.
Acetate of lime	20 p c	.....
Acetate and nitrate of lead, not ground	Free	Same
Acid, acetic and pyroligneous, n. e. s., and vinegar, of any strength, not exceeding a strength of proof, and for each degree of strength in excess of the strength of proof an additional duty of	2c. and 15c. per gal.	Same
Acid, acetic and pyroligneous of any strength, when imported by dyers, calico printers or manufacturers of acetates or colors, for exclusive use in dying or printing, or for the manufacture of such acetates or colors, in their own factories	25 p c	Same
Acid, muriatic and nitric, and all mixed acids	20 p c	Same
Acid, oxalic and boracic	Free	Same
Acid, phosphate	2c. per lb.	25 p c
Acid, sulphuric	4-10c. per lb.	25 p c
Acids used for medical, chemical or manufacturing purposes, not specially provided for in this Act	Free	Same
Aconite root	Free	Same
Acorns as nuts	2c. per lb.	Same
Advertising bills, stickers and folders	15c lb. & 25 p c	35 p c
Advertising pamphlets, pictures and pictorial show cards, illus. advertising periodicals, illus. price lists, advertising calendars, advertising almanacs, tailors' and mantle-makers' fashion plates	6c. per lb. and 20 p c	35 p c
Agaric	Free	Same
Alabaster, spar, terra cotta or composition ornaments	35 p c	Same
Ale, beer and porter, in bottles (6 q. or 12p. to Imp. gal.)	24c. Imp. gal.	Same
Ale, beer and porter, in casks, or otherwise than bottles	16c. Imp. gal.	Same
Albumenized and other papers chemically prepared for photographers' use	30 p c	Same
Albums, insides of paper	Free	Same
Albums or books of views, without reading matter	6c. per lb. and 20 p c	35 p c
Ale, ginger	20 p c	Same
Alkanet root, crude, crushed or ground	Free	free
Almonds, shelled	5c. per lb.	Same
Do. not shelled	3c. per lb.	Same
Almond paste as confectionery	35 p c	Same
Aloes, unground	Free	Same
Alum, in bulk only, ground or unground	Free	Same
Alum, burned or calcined	20 p c	Same
Aluminum, or aluminum and alumina and chloride of aluminum or chloralum, sulphate of alumina and alum cake	Free	Same
Chloralum	Free	Same
Ambergris	Free	Same
Ammonia, sulphate of	Free	Same
Anatomical preparations and skeletons or parts thereof	Free	Same
Anchors	Free	Same
Animals, living, n.e.s.	20 p c	Same
Animals, for improvement of stock	Free	.....
Animals, live hogs	1½c. per lb.	Same
Animals, brought into Canada temporarily and for a period not exceeding 3 months, for the purpose of exhibition	Free	Same
Aniline dyes and coal tar dyes, in bulk or packages of not less than one pound weight, including alizarine and artificial alizarine	Free	Same
Aniline oil, crude	Free	Same
Aniline salts, and arseniate of	Free	Same
Annato, liquid or solid, and seed	Free	Same
Antimony, not ground, pulverized or otherwise manufactured	Free	Same
Antiquities, collections of	Free	Same
Anvils	27½ p c	30 p c
Apricots, green	20 p c	.....
Apparatus and philosophical instruments, imported by and for use of colleges, schools, scientific and literary societies, such as are not manufactured in Canada	Free	Same
Apparatus for colleges and schools, which are manufactured in Canada, to be rated according to material.		
Apparel, wearing and other personal and household effects (not merchandise) of British subjects dying abroad, but domiciled in Canada	Free	Same
Apples, including the barrel	40c. per bbl.	Same
Apples, dried	25 p c	Same
Apple trees of all kinds	3c. each	Same
Argols, not refined	Free	Same
Artist color boxes, japanned	25 p c	Same
Arms, including muskets, rifles and other fire-arms, n.e.s.	20 p c	30 p c
Army and navy and Canadian military arms, clothing, musical instruments for bands, military stores and munition of war	Free	Same
Arrowroot	20 p c	.....
Artificial flowers	25 p c	Same
Arsenic	Free	Same
Arseniate of aniline	Free	Same

	Old.	New.
Articles for the use of Governor-General	Free	Same
Articles imported by and for the use of the Dominion Government or any of the Departments thereof, or by or for the Senate or House of Commons	Free	Same
Articles for personal use or Consuls-General, who are natives or citizens of the country they represent, and who are not engaged in any other business or profession	Free	Same
Articles ex-warehoused for ship's stores	Free	Same
Asbestos in any form other than crude, and all manufactures thereof	25 p c	Same
Ashes, pot and pearl, in packages of not less than 25 lbs. weight	Free	Same
Asparagus	25 p c	Same
Asphalt or asphaltum, and bone pitch, crude only	Free	Same
Awnings and tents	25 p c	Same
Axle grease	25 p c	Same
Babbit metal	10 p c	Same
Bacon and hams, shoulders and sides	2c. per lb.	Same
Bagatelle tables or boards, with cues and balls	35 p c	Same
Baggage, travelers'	Free	Same
Bags, cotton, seamless	20 p c	Same
Do. made up by the use of the needle	32½ p c	.....
Bags, carpet bags	30 p c	Same
Bags, paper seed bags, illustrated	6c. lb. & 20 p c	35 p c
Bags, paper	25 p c	Same
Bags, jute or hemp	20 p c	Same
Baking powders	6c. per lb.	Same
Bamboos, manufactured	Free	Same
Bamboo reeds, not further manufactured than cut into suitable lengths for walking sticks or canes, or sticks for umbrellas, parasols or sunshades	Free	Same
Barilla	Free	Same
Bark, oak and tanners'	Free	Same
Barley	15c. per bush.	30 p c
Barometers	25 p c	Same
Barrels, Can. manuf., exp. filled and ret'd empty under such reg'ns as the Min. of Cus. shall direct	Free	Same
Barrels cont. petroleum or its products, or any mixt. of which petroleum is a part, when such contents are chargeable with a specific duty	20c. each	Same
Beads and bead ornaments	35 p c	30 p c
Beans	15c. per bush.	Same
Bean, tonquin, vanilla and nux vomica, crude only	Free	Same
Bed comforters, or quilts of cotton, white	25 p c	35 p c
Do. colored	30 p c	35 p c
Beef, salted in barrels, the barrel containing the same to be free of duty	2c. per lb.	Same
Bees	Free	Same
Belladonna leaves	Free	Same
Bells, when imported by and for the use of churches	Free	Same
.....	.....	.....
Belts, leather	30 p c	35 p c
Belts, silk	30 p c	35 p c
Belts, cotton	30 p c	35 p c
Belting of leather or other material, n.e.s.	20 p c	Same
Benzole, n.e.s.	6c. Imp. gal.	Same
Berries for dyeing, or used for composing dyes	Free	Same
Bicycles, tricycles or velocipedes	30 p c	Same
Billiard tables, with or without pockets, and bagatelle tables or boards, cues, balls and cue racks	35 p c	Same
Billiard balls, papier mache, when imported separately	35 p c	Same
Billiard balls, bone or ivory, when imported separately	35 p c	Same
Billiard balls, celluloid, when imported separately	35 p c	Same
.....	.....	.....
Birds, skins for taxidermic purposes	Free	Same
Bird cages	35 p c	Same
Biscuits of all kinds, not sweetened	25 p c	Same
Biscuits, sweetened	27½ p c	Same
Bismuth, metallic, in its natural state	Free	Same
Bitters (n.e.s.)	$2.25 Im. gal.	$2.40 Im. gal.
Blacking, shoe and shoemakers' ink, shoe, harness and leather dressing, and harness-soap	25 p c	Same
Black lead, plumbago manufacture	25 p c	Same
Black book muslin	30 p c	35 p c
Blackberries, gooseberries, raspberries, strawberries, cherries and currants, n.e.s. the weight of the package to be included in the weight for duty	2c. per lb.	Same
Bladders	20 p c	Same
Blanketing and lapping, and discs or mills for engraving copper rollers imported by cotton manufacturers, calico printers and wall paper manufacturers, for use in their own factories only	Free	Same
Blood albumen, tannic acid, antimony salts, tartar emetic and grey tartar	Free	Same
Blueing, laundry, of all kinds	25 p c	Same
Blue vitriol	Free	Same

	Old.	New.
Bolting cloth, not made up	Free	Same
Bone dust and ash for manufacture of phosphate and fertilizers	Free	Same
Bone dust, unmanufactured	Free	Same
Bone black	Free	Same
Bones, crude, not manufactured, burnt, calcined, ground or steamed	Free	Same
Bones, burnt, calcined	20 p c	free
Bone, manufactures of, fancy	35 p c	Same
Bone, manufactures of, n.e.s.	20 p c	Same
Bone pitch, crude only	20 p c	Same
Bone, cuttlefish	Free	Same
Bonnets, n.e.s.	30 p c	Same
Booklets, printed on paper, etc	6c. per lb.	35 p c
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Books, blank books, account books, copy books, or books to be drawn or written upon	35 p c	Same
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Bookbinders' tools and implements, including ruling machines	10 p c	Same
Boots and shoes, leather or rubber	25 p c	Same
Boots and shoes, rubber, with tops or uppers of cloth, etc	30 p c	25 p c
Boot and shoe counters, made from leather board	20 p c	25 p c
Boot and shoe dressing	25 p c	Same
Boot, shoe and stay laces, of any material	30 p c	.....
Botanical specimens	Free	Same
Borax, ground or unground, in bulk of not less than twenty-five lbs. only	Free	Same
Boxwood rules	25 p c	Same
Boxes, paper boxes labelled, empty	15c lb. & 25 p c	.....
Boxes, paper boxes, empty, plain	35 p c	Same
Boxes, cash	25 p c	Same
Boxes and writing desks, fancy and ornamental	35 p c	Same
Braces or suspenders, and parts thereof	35 p c	Same
Braids of all kinds	30 p c	35 p c
Bran, mill feed	20 p c	.....
Brass, drawn, plain and fancy tubing not bent or otherwise manufactured in lengths not less than six feet	Free	Same
Brass, old, scrap, and in sheets or plates	Free	Same
Brass bars and bolts, drawn, plain and fancy tubing	Free	Same
Brass cups, being rough blanks, for the manufacture of brass and paper shells and cartridges for use in their own factories	Free	Same
Brass wire	10 p c	20 p c
Brass, ribs of iron or steel, runners, rings, caps, notches, ferrules, mounts and sticks or canes in the rough, or not further manufactured than cut into lengths suitable for umbrellas, etc., imported by manufacturers of umbrellas, parasols and sunshades for use in their factories in the manufacture of umbrellas, etc., only	Free	Same
Brass pumps	30 p c	Same
Brass, twisted brass and copper wire, when imported by manufacturers of boots and shoes for use in their factories	Free	.....
Brass, in strips, for printers' rules, not finished	Free	.....
Brass and copper nails, rivets and burrs	30 p c	Same
Brass tubing, cased	30 p c	Same
Brass, manufactures of, n.e.s	30 p c	Same
Breadstuffs, grain and flour, and meal of all kinds, when damaged by water in transitu, upon the appraised value	20 p c	Same
Brick, hollow and porous	20 p c	Same
Brick, building	20 p c	Same
Brick, bath brick	20 p c	Same
Brick, fire brick, not to include stove linings	Free	20 p c
Brimstone, crude or in roll or flour	Free	Same
Brim moulds, for gold beaters	Free	Same
British gum, dextrine, sizing, cream and enamelled sizing	10 p c	Same
Bristles	Free	Same
Britannia metal in pigs and bars	Free	Same
manufactures of, if not plated	25 p c	Same
manufactures of, if plated	30 p c	Same
Bromine	Free	Same
Brooms	20 p c	Same
Brushes	25 p c	Same
Broom corn	Free	Same
Bronze or Dutch metal	30 p c	Same
Buckskins, tanned or dressed (glove leather)	10 p c	Same
Bronze statuettes	35 p c	Same
Buckwheat	10c. per bushel	Same
meal or flour	¼c. per lb.	Same
Buchu leaves	Free	Same
Buckles, tin, for suspenders	35 p c	Same
Buckram, for the manufacture of hat and bonnet shapes	Free	Same
Builders' hardware	32½ p c	30 p c
Bulbs, flower	Free	Same
Bullion, gold and silver, in bars, blocks or ingots and bullion fringe	Free	Same
Burr stones, in blocks, rough unmanufactured, not bound up or prepared for binding into mill stones	Free	Same
Burgundy pitch	Free	Same
Butchers' steels	35 p c	30 p c
Butter	4c. per pound	Same
Butter triers	35 p c	Same
Butterine, or other substitute for butter, importation prohibited		
Buttons of vegetable ivory, pearl or horn	8c. per gross, and 20	35 p c
Buttons of hoof, rubber, vulcanite or composition	4c. per gross, and 20 p c	35 p c
Buttons, pantaloon, and all other, n.e.s	20 p c	Same
Buttons, shoe, papier mache	Free	Same
Cabinet of Coins, collection of medals and other antiquities, including collection of postage stamps	Free	Same
Cabinet ware or furniture (wood or iron)	30 p c	Same
Calcareous tufa	Free	Same
Calumba root	Free	Same
Camwood and Sumac, and extract of, for dyeing or tanning	Free	Same
Candied peel, lemon, orange and citron	½c. lb. and 35	35 p c
Candles, tallow	25 p c	Same
Candles, paraffine wax	4c. per lb.	30 p c
Candles and tapers, oil others, including sperm	25 p c	Same
Candle wick and lamp wicks	25 p c	Same
Cane or rattan, split or otherwise manufactured	17½	15 p c
Canton flannel, white	25 p c	Same
Canton flannel, printed or dyed	30 p c	35 p c
Canvas for manuf. of floor oil cloth, not less than 45 in. wide, and not pressed nor calendered	Free	Same
Canvas, "jute," when imported by manufacturers of floor oil cloth, for use in their factories	Free	Same
Canvas of flax or hemp and sail twine, to be used for boat and ship sails	5 p c	Same
Caoutchouc, unmanufactured	Free	Same
Caplins, unfinished leghorn hats	Free	Same
Caps, hats and bonnets, n.e.s	30 p c	.....
Caps, percussion, for guns, rifles and pistols	30 p c	Same
Caps, percussion copper for blasting	3 p c	Same
Capsules for bottles, to be rated according to material		
Carbons	25 p c	.....
Cardboard	35 p c	Same
Cards, show cards	6c. lb. and 20	35 p c
Cards, for playing	6cts. per pack	Same
Carpet bags, trunks, and valises	30 p c	Same
Carpet, treble ingrain, three-ply and two-ply carpets, composed wholly of wool	5c. per square yd and 25 p c	35 p c
Carpets, two-ply and three-ply ingrain carpets, of which the warp is composed wholly of cotton or other material than wool, worsted, the hair of the Alpaca goat, or other like animal	3c. per square yd. and 25 p c	35 p c
Carpets, Brussels, tapestry, Dutch, venetian and damask; carpet mats and rugs of all kinds, n.e.s.; and printed felts and druggets and other carpets and squares n.o.p.	30 p c	35 p c
Carpets, Smyrna mats and rugs	30 p c	35 p c
Carpeting, matting and mats of hemp, cocoa, jute and stair pads	25 p c	Same
Cartridges, for guns, rifles and pistols, and cartridge cases	30 p c	.....
Carriages, buggies and pleasure carts, and similar vehicles, n.e.s., costing not more than $50	$5 ea. & 25 p c	35 p c
Costing more than $50	35 p c	Same

	Old.	New.
Farm and freight wagons, carts, drays and similar vehicles	25 p c	Same
Carriages, children's carriages of all kinds	35 p c	Same
Carriages, parts of, or other manufactured articles, shall be charged with same rate of duty, on a proportionate valuation, as that chargeable upon the finished article.		
Carriage hardware	32½ p c	30 p c
Carriages of travellers, and carriages laden with merchandise, and not to include circus troupes or hawkers	Free	Same
Cash boxes	25 p c	Same
Casts, as models for the use of schools of design	Free	Same
Catgut strings, or gut cord for musical instruments	Free	Same
Catgut or whipgut, unmanufactured	Free	Same
Caustic soda	Free	Same
Cases, for jewels, watches, silver and plated ware, cutlery, and other like articles of any material	5 cents each and 30 p c	30 p c
Celluloid, xylonite, or xyolite, in sheets, lumps, balls, or blocks, in rough	Free	Same
Celluloid moulded into sizes for handles of knives and forks, not bored nor otherwise manf	10 p c	Same
Celluloid balls and cylinders, coated with tinfoil, or not, but not finished or further manufactured	10 p c	Same
Celluloid collars	24c doz. & 25 pc	35 p c
Do. cuffs	4c pair & 25 p c	35 p c
Cement, hydraulic or water lime, ground, Portland or Roman, including barrels	40c. per barrel	12½c. 100 lbs.
Chalk stone, china or Cornwall stone, felspar and cliff stone, ground or unground	Free	Same
Chalk, manufactured	20 p c	.....
Chamomile flowers	Free	Same
Chamomile flowers, powdered	20 p c	Same
Chamois skins	17½ p c	Same
Charts, admiralty	Free	Same
Do. other	20 p c	Same
Charcoal	20 p c	Same
Cheese	3c. per lb.	Same
Cheese cloths, white	25 p c	Same
Do. colored	30 p c	35 p c
Cheques, pro. notes and drafts, printed	35 p c	Same
Cherry trees	3c. each	Same
Chewing gum, if sweetened	½c lb. & 35 p c	35 p c
Do. not sweetened	20 p c	.....
Chicory, raw or green	3c. per lb.	Same
Do. dried, roasted or ground	4c. per lb.	Same
China clay, natural or ground	Free	Same
Chloralum or chloride of alum	Free	Same
China and porcelain ware	30 p c	Same
Chloride of barium	20 p c	Same
Chloride of lime	Free	Same
Chronometer clocks, as clocks	25 p c	Same
Do. watches	25 p c	Same
Chronometers and compasses for ships	Free	Same
Chromos, chromotypes, oleographs and other cards, pictures or artistic works of similar kinds, produced by any process other than hand painting or drawing whether for business or advertising purposes or not, printed or stamped on paper, cardboard or other materials, n.e.s	6c. per lb. and 20 p c	35 p c
Church vestments	20 p c	Same
Churns, brooms, pails, tubs, pounders and rolling pins	20 p c	Same
Cider, not clarified or refined	5c. Im. gal.	Same
Do. clarified or refined	10c. Im. gal.	Same
Cigars and cigarettes	$2 lb. & 25 p c	$3 lb. and 25 p c
Cinchona bark	Free	Same
" powdered	20 p c	Same
Cinnabar	Free	Same
Citrons, rinds of, in brine	Free	Same
Citric acid	Free	Same
Clays	Free	Same
Cliff stone, unmanufactured	Free	Same
Do. manufactured	30 p c	Same
Clocks and clock cases of all kinds	25 p c	Same
Clock springs and clock movements other than for tower clocks, complete or in parts	25 p c	Same
Clothes wringers	25c. each and 20 p c	35 p c
Clothing, cotton, silk and linen	32½ p c	35 p c
Do. ready-made, and wearing apparel of every description, composed wholly or in part of wool, worsted, the hair of the alpaca goat or other like animal, n.o.p	5c. per lb. and 30 p c	35 p c
Clothing, donations of for charitable purposes	Free	Same
Clothing, imported by and for use of army and navy, or for Canadian militia. Dutiable according to material. Duty refunded upon reference to Department.		
Coal, and coal dust, anthracite	Free	Same
Coal, bituminous, per ton of 2,000 lbs	60 p c	Same
Coal dust and slack, bituminous	20 p c	Same
Coke	Free	Same
Coal tar and coal pitch	Free	Same
Cobalt, ore of	Free	Same

	Old.	New.
Cochineal	Free	Same
Cocoa mats and matting	25 p c	Same
Cocoanuts, imported from place of growth by vessel direct to a Canadian port	50c. per 100	Same
Cocoanuts, not imported direct	$1 per 100	Same
Cocoa paste and chocolate paste, cocoas and cocoa butter	4c. per lb.	Same
Cocoa shells and nibs, chocolate and other preparations of cocoa	20 p c	Same
Cocoanut, desiccated, sweetened or not	5c. per lb.	Same
Cocoa beans, not roasted, crushed or ground	Free	Same
Coffee, green, n.e.s	10 p c	Same
Coffee, green, imported direct from the country of growth and production, or purchased in bond in any country where coffee is subject to Customs duty	Free	Same
Coffee, roasted or ground, when not imported direct from the country of growth and production	2c. per lb. and 10 p c	Same
Coffee, roasted or ground, and all imitations of and substitutes for, n.e.s	2c. per lb.	Same
Coffee, extract of, or substitutes for, of all kinds	3c. per lb.	Same
Coffee and milk	30 p c	Same
Coffee mills or roasters	27½ p c	25 p c
Coffins and caskets, of any materials	25 p c	Same
Coins, silver coins from the U. S	25 p c	Same
Coins, gold and silver, except U. S. silver coins	Free	Same
Coir and coir yarn	Free	Same
Collars of linen, cotton, celluloid, xylonite, or xyolite	25c. per doz. and 25 p c	35 p c
Collars, lace collars	30 p c	35 p c
Collodion	20c. per Im. gal. and 20 p c	.....
Cologne water, alcoholic perfumes, and perfumed spirits, bay rum, and lavender waters, hair, tooth and skin washes and other toilet preparations containing spirits of any kind, when in bottles or flasks weighing not more than 4 oz. each	50 p c	Same
When in bottles, flasks, or other packages weighing more than 4 oz. each	$2.25 per gal. and 40 p c	$2.40 per gal. and 40 p c
Combs, dress and toilet, all kinds	35 p c	Same
Combs, curry combs, as saddlers' hardware	32½ p c	30 p c
Commercial blank forms	35 p c	Same
Communion plate imported by and for use in churches	Free	Same
Composition metal for the manufacture of filled gold watch-cases	10 p c	.....
Compasses for ships	Free	Same
Composition nails, spikes and sheathing nails	15 p c	Same
Composition fuel, in blocks	20 p c	Same
Concentrated lye	20 p c	Same
Condensed coffee	30 p c	Same
Condensed milk	3¼c. p c	Same
Confectionery and sugar candy	½c lb. & 35 p c	35 p c
Copper, old and scrap in pigs, bars, rods, bolts, over six feet in length, ingots and sheathing not planished or coated, and copper seamless drawn tubing	Free	Same
Copper wire	15 p c	20 p c
Do. twisted, for manufacture of boots and shoes	Free	Same
Copper rollers, for use in calico printing, when imported by calico printers for use in their factory in the printing of calico and for no other purpose, such rollers not being manufactured in Canada	Free	Same
Copper, in sheets	Free	.....
Do. bath, finished	30 p c	.....
Do. all manufactures of, n.e.s	30 p c	.....
Do. precipitate of, crude	Free	.....
Copperas, sulphate of iron	Free	.....
Copy books	35 p c	.....
Copying presses	30 p c	.....
Cords and tassels of silk or any other material	30 p c	.....
Cordage, cotton, of all kinds	25 p c	.....
Do. n.e.s	1¼c lb & 10 p c	.....
Cordials (see spirituous liquors)		.....
Corduroy, white, 25 per cent. colored	30 p c	.....
Corn, Indian	7½c. per bush.	free
Cornmeal	40c. per bbl.	25c. per bbl.
Corks and manufactures of cork-wood or cork-bark	20 p c	Same
Cork-wood or bark, unmanufactured	Free	Same
Corkscrews and cork drawers	27½ p c	.....
Cornice poles	30 p c	Same
Corsets	32½ p c	35 p c
Do. clasps, spoon clasps or busks, blanks, side steels and other corset steels, whether plain, japanned, lacquered, tinned or covered with paper or cloth; also back, bone or corset wires, covered with paper or cloth, cut to lengths and tipped with brass or tin, or untipped, or in coils	5c. lb. & 20 p c	.....
Cottolene, sub. for lard	2c. per lb.	Same
Cotton, raw	Free	Same
Do. covered wire	30 p c	25 p c
Do. seed in bulk	10 p c	Same
Do. bed quilts, white	25 p c	35 p c
Do. quilts with woven colored border	30 p c	35 p c

	Old.	New.
Cotton belting	20 p c	Same
Do. and jute tapestry	30 p c	35 p c
Do. and linen damasks	25 p c	30 p c
Do. grey or unbleached, fabrics	22½ p c	25 p c
Do. fabrics, white or bleached, n.e.s.	25 p c	Same
Do. fabrics, printed, dyed, or colored	30 p c	35 p c
Do. linen and silk clothing, corsets and other articles made from cotton fabrics	32½ p c	35 p c
Do. handkerchiefs, printed or plain	30 p c	35 p c
Do. or linen shirts, costing more than $3 per dozen	25 p. c. & sp. d. of $1 doz.	35 p c
Do. shirts, n.e.s	35 p c	Same
Do. undershirts and drawers knitted	35 p c	Same
Do. covered flat steel, cut to lengths, with brass on ends	5c. lb. & 20 p c	Same
Do. warps and cotton yarns, dyed or undyed, n.e.s	25 p c	Same
Do. yarns, number forty and finer	Free	Same
Do. lamp wicks	25 p c	Same
Do. or linen collars	24c. per doz. and 25 p c	35 p c
Do. parasols and umbrellas	35 p c	Same
Do. prunella	Free	Same
Do. pillow cases	32½ p c	35 p c
Do. seamless bags	20 p c	Same
Do. sewing thread, in hanks, black, bleached, or unbleached, three and six cord	12½ p c	15 p c
Do. sewing thread, and crochet cotton on spools or in balls	25 p c	Same
Do. thread, all other, n.e.s	25 p c	Same
Do. twine	25 p c	Same
Do. towels and shawls	25 p c	30 p c
Do. velveteens, cotton velvets and cotton plush	30 p c	35 p c
Do. fire hose, lined with rubber	32½ p c	35 p c
Do. wadding, batting, batts dyed or not	22½ p c	25 p c
Do. warps and cotton yarns, dyed or undyed, n.e.s	25 p c	Same
Do. jeans and coutilles, for corset and dress stay makers, for use in their factories	25 p c	Same
Do. manuf. of, n.e.s. (see cotton fabrics.)		
Do. waste and cotton wool	Free	Same
Do. seed cake	Free	Same
Cow hair, unmanufactured	Free	Same
Do. manufactured, n.e.s	20 p c	Same
Cracked corn and wheat	20 p c	Same
Cranberries, plums and quinces	25 p c	Same
Crapes, black	20 p c	Same
Crocus, composition	25 p c	Same
Crocks, earthenware, per gal. holding capacity	3c.	30 p c
Crop end of steel rails for the manuf. of steel	$4 per ton	.....
Crowbars	30 p c	.....
Cream of tartar, in crystals	Free	Same
Do. other, n.e.s.	20 p c	Same
Crucibles of plumbago	Free	Same
Do. earthenware	30 p c	Same
Cucumbers	25 p c	Same
Cuffs, of paper	35 p c	.....
Cuffs of linen, cotton, celluloid, xylonite or xyolite	4c. pr. & 25 p c	35 p c
Cultivators and parts thereof	20 p c	Same
Cups or other prizes won in bona fide competitions	Free	Same
Curry cards and combs	32½ p c	30 p c
Curry powders	25 p c	Same
Curling stones of granite	Free	Same
Curtains, trimmed or untrimmed	30 p c	35 p c
Cutlery—knives wholly or in part plated	35 p c	30 p c
Do. not elsewhere specified	25 p c	30 p c
Cut flowers	20 p c	Same
Damask of cotton, or linen	25 p c	30 p c
Decalcomanie, or transfer pictures	6c. lb. & 20 p c	30 p c
Deer (glove leather) tanned or dressed, colored or not colored	10 p c	Same
Deer hair	Free	Same
Degras	20 p c	Same
Degras and oleo-stearine, when imported by manufacturers of leather for use in the manufacture of leather in their factories	Free	Same
Dental instruments of all kinds	15 p c	Same
Diamonds, set	25 p c	Same
Diamonds, unset, dust or bort, and black diamonds for borers	Free	Same
Diamond drills for prospecting for minerals, not to include motive power	Free	Same
Dice, ivory or bone, fancy	35 p c	Same
Dogs	20 p c	Same
Doors, for safes and vaults, of iron or steel	30 p c	Same
Door knob tops	32½ p c	30 p c
Dragon's blood	Free	Same
Drain pipes, sewer pipes, chimney linings or vents, and inverted blocks, glazed or unglazed, and earthenware tiles	35 p c	Same
Draughts and chessmen of ivory or bone, fancy	35 p c	Same
Drawing paper, mounted	30 p c	Same
Drawings, n.e.s	20 p c	Same
Dried flowers	20 p c	Same
Dried roots, n.e.s	Free	Same
Dried vegetables	25 p c	Same
Druggets, dyed cotton	30 p c	35 p c
Drugs, in a crude state, used in dyeing or tanning	Free	Same
Dryer's japan	20c gal & 20 p c	Same
Dualin, dynamite, giant powder and nitro	4c. per lb.	3c. per lb.
Duck, for belting and hose, when imported by manufacturers of rubber goods for use in their factories	Free	Same
Dutch metal or bronze	25 p c	.....
Dye wood, ground logwood and fustic	Free	Same
Dyes, patent prepared	Free	Same
Dyes, aniline and coal tar dyes, in bulk or packages of not less than 1 lb. weight, including alizarine and artificial alizarine	Free	Same
Dyes, aniline, n.e.s., less than 1 lb.	20 p c	Same
Dye, jet black	Free	Same
Dyeing or tanning articles in a crude state, used in dyeing or tanning, n.e.s	Free	Same
Earth closets	30 p c	.....
Earthenware tiles	35 p c	Same
Earthenware drain tiles, not glazed	20 p c	Same
Earthenware and stoneware demijohns or jugs, churns and crocks, per gal. holding capacity	3c. per gal.	Same
Earthenware and stoneware, brown or col'd, and Rockingham ware, white granite or iron stoneware and C.C. ware, decorated, printed or sponged, and all earthenware n.e.s	30 p c	Same
Eggs	3c. per doz.	Same
Elastic rubber thread	Free	Same
Electric and galvanic batteries	25 p c	Same
Electric light apparatus, parts of, when imported separately	25 p c	Same
Electro-plated ware, wholly or in part electro or gilt	30 p c	Same
Electrotypes, stereotypes and celluloids of books, and bases and copper shells for the same, whether composed wholly or in part of metal or celluloid	Free	2c. per sq. in.
Electrotypes, stereotypes and celluloids for almanacs, calendars, illustrated pamphlets, newspaper advertisements or engravings, and all other like work for commercial, trade or other purposes, n.e.s.; and matrices or copper shells of the same	2c. per sq. in.	Same
Electrotypes, stereotypes and cellulolds of newspaper columns, and bases for the same, composed wholly or partly of metal or celluloid	⅜c. per sq. in.	Same
Matrices or copper shells of the same	2c. per sq. in.	Same
Embalming boards	30 p c	.....
Embossed paper, extra heavy, for cracked and damaged walls	35 p c	Same
Embroideries, n.e.s.	30 p c	35 p c
Emery in bulk, crushed or ground	Free	.....
Emery and sand paper	20 p c	Same
Emery wheels	25 pc	Same
Enamelled iron hollow ware	35 p c	30 p c
Engines, locomotives	35 p c	Same
Engines, fire	35 p c	Same
Engines, fire, chemical	35 p c	Same
Engines, steam, of ships or other vessels built in any foreign country, etc	25 p c	Same
Engines, all others, and boilers, n.e.s	27½ p c	25 p c
Engravings and prints	20 p c	.....
Entomology, specimens of	Free	Same
Envelopes, paper, of all kinds	35 p c	Same
Ergot	Free	Same
Esparto, or Spanish grass, and other grasses and pulp of, including fancy grasses, dried, but not colored or otherwise manufactured	Free	Same
Essences or extracts, mixed with spirits	$2.25 per Im. gal. and 30 p c	$2.40 and 30 p c
Essential oils	10 p c	Same
Ether, sulphuric	5c. per lb.	25 p c
Excelsior, for upholsterers' use	25 p c	.....
Extract of logwood, fustic, oak, and of oak bark	Free	Same
Extract of malt, for medicinal purposes, n.e.s.	25 p c	Same
Extract of fluid beef, not medicated	25 p c	Same
Eyelets of brass	Free	Same
Eyeglasses, finished	30 p c	Same
Eyeglasses, unfinished, and parts of	20 p c	Same
Fancy grasses, dried, but not colored nor otherwise manufactured	Free	Same
Fancy workboxes, writing desks, glove boxes, handkerchief boxes, manicure cases, perfume cases, toilet cases and fancy cases for smokers' sets, and all similar fancy articles made of bone, shell, horn, ivory, wood, leather, plush, satin, silk, satinette or paper; dolls and toys of all kinds, including sewing machines, when not more than $2 in value; and toy whips, ornaments of alabaster, spar, amber, terra cotta or composition statuettes and bead ornaments, n.e.s	35 p c	Same
Fans, to be rated according to material.		
Farina	1½c. per lb.	Same
Feathers, undressed	20 p c	Same
Feathers, n.e.s	30 p c	Same

	Old.	New.
Feather beds, bolsters and pillows	30 p c	same
Felt, pressed, of all kinds, not filled or covered by or with any woven fabrics	17½ p c	20 p c
Felt, adhesive, for sheathing vessels	Free	same
Felt, printed as carpets	30 p c	......
Felt, roofing, tarred or coated	25 p c	......
Felt, roofing, not tarred	25 p c	......
Felt cloth, n.e.s	5c. lb. & 25 p c	......
Ferro-manganese and ferro-silicon	5 p c	same
Fertilizers, artificial and mineral	10 p c	same
Fibre, Mexican, Tampico or Istle	Free	same
Fibreware, indurated fibreware, vulcanized fibreware and all articles of like material	25 p c	same
Fibre, vegetable, for manufacturing purposes	Free	same
Fibrilla	Free	same
Filberts	2c. per lb.	same
Files and rasps	35 p c	30 p c
Fillets of cotton and rubber not exceeding 7 inches wide, for manufac. of card clothing	Free	same
Firearms	20 p c	30 p c
Fire bricks, for use exclusively in processes of manufactures, not to include stove linings	Free	same
Fire clay gas logs	20 p c	same
Fire clay gas retorts	20 p c	same
Fire clay retorts, crucibles	30 p c	same
Fire clay	Free	same
Fire works	25 p c	same
Fire hose, of cotton or linen, lined with rubber, or of rubber	32 p c	35 p c
Fire dogs, iron	27½	25 p c
Fish, and the products thereof, from Newfoundland	Free	......
Fish skins and fish offal	Free	same
Fish.—Mackerel, fresh	1c. per lb.	same
Herrings, pickled or salted	½c. per lb.	same
Salmon, pickled or salted	1c. per lb.	same
Salmon, fresh	Free	½c. per lb.
All other fish, pickled or salted, in bbls.	1c. per lb.	same
Foreign caught fish, imported otherwise than in bbls. or half bbls., whether fresh, dried, salted or pickled, n.e.s	50c. 100 lbs.	same
Smoked and boneless fish	1c. per lb.	same
Anchovies and sardines, packed in oil or otherwise, in tin boxes, measuring not more than 5 in. long, 4 in. wide, and 3½ in. deep	5c. per box	same
In half boxes, measuring not more than 5 in. long, 4 in. wide, and 1⅝ deep	2½c. half box	same
In quarter boxes, measuring not more than 4¾ in. long, 2½ wide and 1¼ deep	2c. per quarter box	same
Imported in any other form	30 p c	same
Fish preserved in oil, except anchovies and sardines	30 p c	same
Salmon and all other fish prepared or preserved, including oysters, n.e.s	25 p c	same
Oysters, shelled, in bulk	10c. per gal.	same
Oysters, canned, in cans not over one pint	3c. per can, including cans	same
Oysters in cans over one pint and not over one quart	5c. per can, including cans	same
Oysters in cans exceeding one quart	5c. for each qt. or fraction of a qt. of the capacity, including cans, 5c. qt.	same
Oysters in the shell	25 p c	......
Oysters, seed and breeding, imported for the purpose of being planted in Canadian waters	Free	same
Packages containing oysters or other fish not otherwise provided for	25 p c	same
Oils, spermaceti, whale and other fish oils, and all other articles the produce of the fisheries, n.e.s	20 p c	same
Cans or packages made of tin or other material, containing fish of any kind	......	......
Not exceeding one quart in contents.	1½c. on each can or pkg., and when exceeding one qt. an additional duty of 1½c. for each additional quart or fractional part thereof.	
Fish hooks, nets, seines, lines and twines, not to include sporting fishing tackle or hooks with flies, or trolling spoons, or threads or twines commonly used for sewing or manufacturing purposes	Free	same
Fish hooks, n.e.s	27½ p c	......
Fish nets, seines	30 p c	same
Fishing rods	30 p c	same
Fishing hooks, with flies	30 p c	same
Flagstones, sawn or otherwise dressed	30 p c	25 p c
Flannels, of every description, n.e.s. (wool),	5c. lb. and 25	35 p c
Flax, fibre	Free	same
Flax, tow of	Free	same
Flax seed	Free	same
Flax sail twine	5 p c	same

	Old.	New.
Flax, manufactures of, n.e.s	20 p c	25 p c
Flint, flints and ground flint stones	Free	same
Floor earthenware tiles	35 p c	30 p c
Florist stock, viz., palms, orchids, azaleas, cacti and flower bulbs of all kinds	Free	same
Flour, buckwheat or meal	¼c. per lb.	same
Flour of corn	1½c. per lb.	same
Flour of rye	50c. per bbl.	same
Flour of wheat	75c. per bbl.	60c. per bbl.
Flour of rice or sago	25 p c	same
Fluting machine, iron	27½ p c	25 p c
Fly paper	35 p c	same
Fog signals, detonating	30 p c	......
Folding machines	10 p c	......
Folia digitalis	Free	same
Food, milk, and all similar prep	30 p c	......
Foot grease, refuse of cotton seed, but not when treated with alkalies	Free	......
Forks, table cast iron, not handled nor ground, or otherwise further manufactured	10 p c	same
Fossils	Free	same
Fowls, domestic, pure bred, also homing or messenger pigeons, pheasants and quails for improvement of stock	Free	same
Fowls, other	20 p c	same
Frames, clasps and fasteners, for purses and chatelaine bags or reticules, not more than 7 inches in diameter, when imported by the manufacturers of same in their factories	20 p c	......
Fringes	30 p c	35 p c
Fruit syrups, lime juice, and fruit juices, n.o.p.	20 p c	same
Fruits, dried, desiccated, or evaporated apples, dates, figs, and other dried, etc., fruits, n.e.s.	25 p c	same
Fruits, dried, raisins, currants and prunes	1c. per lb.	same
Fruits, bananas, plantains, pineapples, pomegranates, guavas, mangoes, shaddocks; wild blueberries, strawberries and raspberries	Free	same
Fruits, green, grapes	2c. per lb.	same
Fruits, green, blackberries, gooseberries, raspberries, strawberries, cherries, and currants. The weight of the package to be included in the weight per duty, n.e.s	2c. lb.	same
Fruits in air-tight cans or other packages. The weight of the cans or packages to be included in the weight for duty	2¼c. per lb.	same
Fruits preserved in brandy and other spirits	$2 per Im. gal.	same
Fuller's earth	Free	same
Fuller's earth, prepared	30 p c	25 p c
Furniture, of wood, iron or any other material, for house, cabinet or office, fin. or in parts, including hair and spring and other mattresses, bolsters and pillows	30 p c	same
Fur skins, of all kinds, not dressed in any manner	Free	same
Fur skins, wholly or partially dressed	15 p c	same
Fur hats, caps, muffs, tippets, capes, coats, cloaks and other manufactures of fur	25 p c	30 p c
Galvanized Nails and Spikes, wrought and pressed	30 p c	same
Galvanized sheet iron, number 17 gauge and thinner	5 p c	same
Galvanic batteries	25 p c	same
Game	20 p c	same
Gannister	Free	same
Gas and coal oil, or kerosene fixtures, or parts thereof	27½ p c	30 p c
Gas coke	Free	......
Gas meters	35 p c	same
Gas, for dentists and others	20 p c	same
Gelatine	25 p c	same
Gentian and ginseng root	Free	same
German spirits of nitrous ether (sweet nitre),	$2.25 imp. gal. and 30 p c	$2.40 and 30 p c
German and nickel silver, manufactures of, not plated	25 p c	same
German and nickel silver, plated, n.e.s	30 p c	same
German silver, and silver in sheets	Free	same
Giant powder, dualin, dynamite and other explosives	4c. per lb.	3c. per lb.
Gilling twine, imported for the use of the fisheries	Free	same
Gilling twines, linen thread	20 p c	same
Gilt ware, of all kinds, except jewellery	30 p c	same
Gin. See spirituous liquors		
Ginger, preserved	30 p c	same
Glacier, window decorations	6c. per lb. and 20 p c	20 p c
Glass, crystal and decorated table-ware, made expressly for mounting with silver-plated trimmings, when imported by manufacturers of plated ware	20 p c	same
Glass, ornamented, figured and enamelled colored glass; painted and vitrified glass; figured, enamelled and obscured white glass, and rough rolled plate glass	25 p c	30 p c
Glass stained windows	30 p c	same
Glass, carboys and demijohns, empty or filled bottles and decanters, flasks and phials	30 p c	same
Glass, flasks and phials; telegraph and lightning rod insulators, jars and glass balls, and cut, pressed or moulded tableware	30 p c	same

	Old.	New.
Glass, lamp, gas and electric light shades, lamps and lamp chimneys, side lights and head lights, globes for lanterns, lamps, gas and electric lights, n.e.s.	30 p c	same
Glass bulbs for electric lights	10 p c	same
Glass, common and colorless window glass; and plain colored, stained, tinted or muffled glass in sheets	20 p c	same
Glass, imitation porcelain shades, and colored glass shades, not figured, painted, enamelled or engraved	30 p c	same
Glass and emery paper	20 p c	same
Glass, plate, not colored, in panes of not over 12 square feet each	4c. per sq. ft.	30 p c
And when bevelled	2c. sq. ft. add'l	35 p c
Glass, German looking glass, unsilvered	17½ p c	20 p c
Glass, plate, not colored, in panes of over 12 and not over 30 square feet	6c. per sq. ft.	30 p c
When bevelled	2c. sq. ft. add'l.	35 p c
Glass, plate, in panes over 30 and under 70 square feet	8c. per sq. ft.	30 p c
When bevelled	2c. sq. ft. add'l.	35 p c
Glass, plate in panes over 70 sq. ft.	9c. per sq. ft.	30 p c
When beveled	2c. sq. ft. add'l	35 p c
Glass, silvered	27½ p c	30 p c
Glass, silvered, bevelled	32½ p c	30 p c
Glass, all other, and manufactures of, n.o.p., including bent plate glass	20 p c	same
Glaziers' hacking and putty knives	35 p c	30 p c
Gloves and mitts of all kinds	35 p c	same
Glue, sheet, broken sheet and ground	25 p c	.....
Glue, liquid	25 p c	.....
Glucose and glucose syrup	1¼c. per lb.	¾c. lb.
Glycerine	20 p c	same
Goat hair, unmanufactured	Free	same
Gold beaters' moulds and skins	Free	same
Gold laces, gold and silver cloth or thread	30 p c	.....
Gold and silver bullion, in bars, blocks or ingots, and bullion fringe	Free	same
Gold and silver ware, plated, n.e.s	30 p c	same
Gold medals	25 p c	30 p c
Gold and silver leaf, and Dutch or schlag metal leaf	25 p c	25 p c
Gold and silver, manufactures of, n.e.s	25 p c	30 p c
Gongs for doors, as bells	25 p c	same
Gooseberry bushes	20 p c	same
Grafting stock (see seedling stock)	Free	same
Grape vines	20 p c	same
Grain of all kinds when damaged by water in transitu (on appraised value)	20 p c	same
Granite ware, enamelled iron ware	35 p c	same
Grass, manilla and sea grass	Free	same
Grass, manufactures of, n.e.s	20 p c	same
Gravels	Free	same
Grease, rough, the refuse of animal fat, when imported by the manufacturers of soap for use in their own factory only	Free	same
Grease, axle	25 p c	same
Grease, foot, refuse of cotton seed after oil is pressed out	Free	same
Grease, other, n.e.s	20 p c	same
Grindstones, not mounted, and not less than twelve inches in diameter	$1.75 per ton	20 p c
Grindstone fixtures	27½ p c	.....
Guano, and other animal and vegetable manures	Free	same
Gums, amber, Arabic, Australian, Elemy, Copal, Damar, Kaurie, Mastic, Sandarac, Senegal, and shellac; and white shellac in gum or flake, for manufacturing purposes; and gum Tragacanth, gum Gedda and gum Barberry	Free	same
Gum, British, Dextrine, sizing, cream and enamel sizing	10 p c	same
Gum, sappato and chicle, crude	Free	same
Gum, opium, powdered	$1.35 per lb.	same
Gum, opium, prepared for smoking	$5 per lb.	same
Gum, opium (drug)	$1 per lb.	same
Gums, assafœtida, camphor and others, n.e.s.	20 p c	same
Gunpowder, gun, rifle, sporting, cannon and musket, canister	3c. per lb.	same
Gunpowder, blasting and mining	2c. per lb.	same
Guns, rifles and muskets	20 p c	30 p c
Gut and worm gut, manufactured or unmanufactured, for whip and other cord	Free	same
Gutta percha clothing, or clothing made waterproof with guta percha	35 p c	same
Gutta percha, crude	Free	same
Gutta percha, manufactures of	25 p c	same
Gypsum, crude (sulphate of lime)	Free	same
Hair, cleaned or uncleaned, but not curled or otherwise manufactured	Free	same
Hair, curled	20 p c	same
Hair cloth of all kinds	30 p c	same
Hair mattresses	30 p c	.....
Hair, plasterers' and manufactures of, n.e.s	20 p c	same
Hair oils, pomatums and pastes, and all other perfumed preparations used for the hair, mouth and skin	30 p c	same
Hair pins	30 p c	same
Hammers, blacksmith hammers	35 p c	30 p c
Hammers, other, n.e.s	35 p c	same
Hammocks and lawn tennis nets and other like articles manufactured of twine, n.e.s	30 p c	same
Hams, salted, dried or smoked	2c. per lb.	same
Harness and saddlery of every description, and parts of same	30 p c	.....
Hatchets, n.e.s	35 p c	30 p c
Hat boxes	30 p c	same
Hat covers of rubber	25 p c	same
Hats, caps and bonnets, n.e.s	30 p c	same
Hatters' bands, bindings, tips and sides; linings, both tips and sides; hat sweats; when imported by hat manufacturers for use in their factories in the manufacture of hats	Free	same
Hatters' plush, of silk or cotton, and furs not on the skin	Free	same
Hay	$2 per ton	same
Hemlock bark	Free	same
Hemp paper, made on four-cylinder machines and calendered to between .006 and .008 in. thickness, for manufacture of shot shells, primers for the manufacture of shot shells and cartridge and felt board, sized and hydraulic pressed and covered with paper or uncovered for the manufacture of gun wads, when such articles are imported by the manufacturers of shot shells, cartridges and gun wads, to be used for these purposes only in their own factories; provided always that the said articles when imported shall be entered only at such port or ports as may be named by the Controller of Customs, and at no other place	Free	same
Hemp, undressed	Free	same
Hemp, manufactures of, n.e.s	20 p c	25 p c
Hickory spokes, rough turned, not tenoned, mitred, throated, faced, sized, cut to length, round tenoned or polished	Free	same
Hides, raw, whether dried, salted or pickled	Free	same
Hob nails	30 p c	35 p c
Hoes	35 p c	25 p c
Holly	20 p c	same
Hominy, in barrels	40c. per barrel	same
Honey, in the comb or otherwise, and adulterations and imitations thereof	3c. per lb.	same
Hoofs, horns and horn tips	Free	same
Hoop skirts and similar goods, n.e.s.	32½ p c	25 p c
Hops	6c. per lb.	same
Hop extract and hop roots	20 p c	.....
Horns, in the rough	Free	same
Horn strips	Free	same
Horse clothing, shaped, n.o.p.	5c. lb. & 30 p c	30 p c
Horse clothing of jute, shaped or otherwise manufactured	30 p c	same
Horses, n.e.s.	20 p c	same
Hosiery, of silk	35 p c	same
House furnishing hardware, rated according to material.		
Hubs, rough hewn or sawn only	Free	same
Hymn books	Free	same
Hydrants, valves and watergates (iron)	27½ p c	25 p c
Ice	Free	same
Ice boxes	30 p c	same
Illuminating oils, composed wholly or in part of the products of petroleum, coal, shale or lignite, costing more than 30c. per gal.	25 p c	same
Incense	20 p c	same
Indian corn of the varieties known as "Southern White Dent Corn," or horse tooth ensilage corn, and "Western Yellow Dent Corn," or horse tooth ensilage corn, when imported to be sown for soiling and ensilage only	Free	same
Indian corn	7½c. per bush.	free
Indian corn meal	40c. per bbl.	25c. per bbl.
Indian corn and corn meal, when damaged by water in transitu on appraised value	20 p c	.....
India rubber boots and shoes with tops or uppers of cloth or of material other than rubber	30 p c	25 p c
India rubber boots and shoes and other manufactures of India rubber, n.e.s.	25 p c	same
India rubber clothing, or clothing made waterproof with India rubber, n.e.s	35 p c	same
India rubber hose, belting, packing, mats and matting, and cotton and linen hose, lined with rubber	32½ p c	35 p c
India rubber, unmanufactured	free	same
India rubber, crude and hard rubber in sheets, but not further manufactured, and re-covered rubber and rubber substitute	free	same
Indigo	free	same
Indigo auxiliary or zinc dust	free	same
Indigo paste and extract of	free	same
Infants' food, all kinds	30 p c	.....
Ink, for writing	20 p c	same
Ink, for printing	20 p c	.....
Inkstands, n.e.s.	30 p c	same
Insect powder, n.e.s.	20 p c	same
Iodine, crude	free	same
Iodine, resublimed	20 p c	same

	Old.	New.
Iris, orris root	free	same
Isinglass	25 p c	same
Iron sand or globules and dry putty, for polishing granite	20 p c	same
Iron borings	free	same
Iron liquor, solution of acetate of iron for dyeing and calico printing	free	same
Iron, oxide of, dry	25 p c	same
Iron and steel and manufactures of :—		
Adzes	35 p c	30 p c
Anchors	free	same
Angles, rolled iron or steel angles, channels, structural shapes and special sections, weighing less than 35 lbs. per lineal yard	35 p c, but not less than $10 ton	$7 per ton
Angles, rolled iron or steel angles, channels and special sections, weighing not less than 35 lbs. per lineal yard, and rolled iron or steel beams, joists, girders, column sections, trough sections and other building or bridge structural sections, weighing not less than 25 lbs. per lineal yard, and rolled iron or steel bridge plate not less than ⅜ of a inch thick, nor less than 15 inches wide, and flat eye bar blanks, not punched or drilled	12½ p c	15 p c
Angles for iron or composite ships or ves'ls	free	same
Axes, chopping axes	35 p c	25 p c
Axes of all kinds, adzes, hatchets and hammers, n.e.s,	35 p c	25 p c
Axles, springs and parts thereof, axle bars and axle blanks of iron or steel for railway or tramway vehicles	$20 per ton, but not less than 35 p c	same
Axles, springs and parts thereof, axle bars and axle blanks of iron or steel, n.e.s..	1c. lb. & 20 p c	30 p c
Balances	30 p c	same
Bars, crowbars	30 p c	same
Bar iron, rolled or hammered, comp. rounds, squares and bars and shapes of rolled iron or steel, not more than four inches in diameter, and flats not thinner than No. 16 gauge, whether in coils, bundles, rods or bars, n.e.s	$10 per ton	$7 per ton
Barbed wire fencing of iron or steel	¾c. per lb.	15 p c till Jan. 1, '98, then free
Steel rails, weighing not less than 45 lbs. per lineal yard, for use in railway tracks ; but this item shall not extend to rails for use in the tracks of railways used or intended for private purposes only, nor shall it extend to rails which are not used or intended to be used in connection with the business of common carrying of either goods or passengers, nor shall this item extend to rails for use in the tracks of street railways or tramways	free	same
Iron or steel railway bars or rails of any form, punched or not punched, n.e.s., for railways, which term for the purposes of this item shall include all kinds of railways, street railways and tramways, even although the same are used for private purposes only, and even although they are not used or intended to be used in connection with the business of common carrying of goods for passengers	30 p c	same
Boiler tubes of wrought iron or steel, including corrugated tubes or flues for marine boilers	7½ p c	5 p c
Bowls for cream separators (steel)	free	same
Bolts with or without threads or nuts, and bolt blanks	1c. lb. & 20 p c	35 p c
Bridges, iron and structural iron works ..	30 p c, but not less than 1c. lb.	30 p c
Bridge plate not less than ⅜ of an inch thick, nor less than 15 inches wide	12½ p c	15 p c
Canada plates	5 p c	same
Cast iron vessels, plates, stove plates and irons, sad irons, hatters' irons, tailors' irons	27½ p c	25 p c
Castings, other, n.e.s., iron	25 p c	same
Chain traces, iron	30 p c	......
Chains, iron or steel, 5-16 of an inch in diameter	5 p c	same
Chains, other, n.e.s.	27½ p c	......
Clock springs	25 p c	.....
Clock springs and corset steels, to be flat wire of steel of No. 16 gauge or thinner, to be used in the manufacture of dressed stays, crinoline and corset wire ; steel of No. 20 gauge and thinner, but not thinner than No. 30 gauge, to be used in the manufacture of corset steels, clock springs and shoe shanks, when imported by the manufacturers of such articles for use in their factories	free	same
Crowbars	30 p c	same
Crucible cast steel wire	free	same
Crucible sheet steel, 11 to 16 gauge, 2½ to 18 in. wide, when imported by manufacturers of mower and reaper knives for the manufacture of such knives in their own factories	free	same
Wrought scrap iron and scrap steel, being waste or refuse wrought iron or steel, fit only to be re-manufactured, the same having been in actual use, not to include cuttings or clippings which can be used as iron or steel without re-manufacture, and steel bloom ends and crop ends of steel rails, $3 per ton, and on and after the 1st day of January 1895	$4 per ton	$1.50 per ton
Iron or steel, being pieces, punchings or clippings of boiler plate or other plates, sheets or bars of iron or steel, whether the same have had the ragged or cropped ends or edges sheared off or not, and crops from iron or steel rails having both ends sawn or sheared off, the same not having been in actual use and being fit for re-rolling or re-manufacture only	$4 per ton	$1.50 per ton
Engines, locomotive	35 p c	same
Engines, steam engines, boilers and machinery, composed wholly or in part of iron or steel, n.e.s	27½ p c	25 p c
Fencing, buckthorn and strip, iron or steel.	½c. per lb.	25 p c
Ferro manganese, ferro silicon, speigei..	5 p c	same
Files and rasps	35 p c	30 p c
Files, steel, for the manufacture of, when imported by file manufacturers for use in their factories	free	same
Fish plates, railway fish plates and tie plates	$10 per ton	$8 per ton
Forgings of iron and steel, of whatever shape, or in whatever stage of manufacture, n.e.s., 35 per cent, but not less than	$15 per ton	30 p c
Forks, table, cast iron, not handled or ground or otherwise further manufactured	10 p c	same
Furniture of any material	30 p c	......
Garden rakes, hay knives, scythes, lawn mowers, rakes, n.e.s., pronged forks of all kinds and hoes	35 p c	25 p c
Hinges, T and strap, and hinge blanks..	1c. per lb. and 20 p c	30 p c
Hollowware, of cast or wrought iron, n.e.s.	27½ p c	30 p c
Hollowware, enamelled	35 p c	same
Horseshoes and horseshoe nails	30 p c	same
Hoop iron, not exceeding ⅜ of an inch in width and being No. 25 gauge or thinner, used for the manufacture of tubular rivets	free	same
Iron or steel sheets, hoops, bands and strips, n.e.s., other iron or steel of all widths, sheet iron, common or black, smoothed, polished, coated or galvanized, and Canada plates, No. 17 gauge and thinner	5 p c	same
Iron or steel hoops, bands and strips, 8 inches and less in width, No. 18 gauge and thicker	$10 per ton	15 p c. when more than 4c. per lb.
Iron or steel plates or sheets, sheared or unsheared, and skelp iron or steel sheared or rolled in grooves, and iron or steel of all widths thicker than No. 17 gauge, n.e.s	$10 per ton	$7 per ton
Iron or steel ingots, cogged ingots, blooms and slabs, billets and puddled bars, loops or other forms less finished than iron or steel bars, but more advanced than pig iron, except castings..	$5 per ton	$4 per ton
Iron or steel beams, sheets, plates, angles and knees, for iron or composite ships or vessels	free	same
Iron masts for ships, or parts of	free	same
Wrought iron or steel nuts and washers, iron or steel rivets, bolts with or without threads, nut and bolt blanks, less than ⅜ of an inch in diameter	1c. per lb. and 25 p c	35 p c
Wrought iron or steel nuts and washers, iron or steel rivets, bolts with or without threads, nut and bolt and hinge blanks, n.e.s., and T and strap hinges	1c. per lb. and 20 p c	30 p c
Iron, all articles rated as iron or manufacture of iron shall be chargeable with the same rate of duty, if made of steel, or of steel and iron combined, unless otherwise provided for		
Knife blades or knife blanks in the rough, for use by electro-platers	10 p c	same
Knives, reapers' and mowers' knives	20 p c	25 p c
Locks	32½ p c	30 p c
Locomotive and car wheel tires of steel, in the rough	free	same
Manufactured articles of iron, brass or steel which at the time of their importation are of a class or kind not manufactured in Canada, imported for use in the construction or equipment of ships or vessels	free	same

	Old.	New.
Manufactures, articles or wares not specially enumerated or provided for, composed wholly or in part of iron or steel, and whether partly or wholly manufactured	27½ p c	30 p c
Mattocks	35 p c	30 p c
Nails and spikes, wrought and pressed, galvanized or not, horseshoe nails, and all other wrought iron or steel nails, n.e.s., and horse, mule or ox shoes	30 p c	same
Nails, cut nails and spikes of iron or steel, including railroad spikes	¾c. per lb.	30 p c
Nail rods, Swedish rolled iron, under ½ inch in diameter, for the manufacture of horse shoe nails and Swedish rolled iron rods, under ½ inch in diameter and of not less than 1¾c. per lb. in value	15 p c	same
Nails, composition, spikes and sheathing nails	15 p c	same
Name plates, enamelled	35 p c	30 p c
Needles, steel, viz., cylinder needles, hand frame needles and latch needles	30 p c	same
Needles, steel, n.o.p.	30 p c	same
Other steel, n.e.s.	27½ p c	30 p c
Picks, mattocks, grub-hoes, adzes, hatchets, and eyes or poles for same, and tools of all descriptions, n.e.s.	35 p c	30 p c
Pig iron, iron kentledge and scrap iron	$4 per ton	$2.50 per ton
Pipes, cast iron, $10 per ton, but not less than	35 p c	$8 per ton
Planing mills, and parts of, in any stage of manufacture	30 p c	25 p c
Plates, scraper plates	27½ p c	.....
Plates, engraved on steel	20 p c	.....
Plates, steel plates less than 30 in. wide and not less than ¼ of an inch thick	12½ p c	.....
Plates, cast-iron plates, and stove plates, and irons, sad irons, hatters' irons and tailors' irons	27½ p c	25 p c
Plate, Canada plate	5 p c	same
Plates, saw plates, cut to shape only, not otherwise manufactured	free	same
Plough plate, mould boards and land sides, and other plates for agricultural implements, when cut to shape from rolled plates of steel, but not moulded, punched, polished or otherwise manufactured, and being of a greater value than 4c. a pound	5 p c	same
Portable steam engines, threshers, separators, horse power, portable saw mills and planing mills, and parts of	30 p c	25 p c
Puddled bars	$5 per ton	$4 per ton
Pumps of all kinds and wind mills	30 p c	25 p c
Railway bars and rails, iron or steel, for railways and tramways. (See steel rails)		
Rivets, iron or steel, bolts with or without threads, or nut or bolt blanks. (See wrought iron or steel nuts, etc.)		
Rods of steel, rolled, under half an inch in diameter, or under half an inch square, imported by knob or lock manufacturers, or cutlers, for use exclusively in such manufacture in their own factories	free	same
Rolled iron tubes, not welded, under 1½ in. in diameter; angle iron, 9 and 10 gauge, not over 1½ in. wide; iron tubing, lacquered or brass covered, not over 1½ in. diameter, all of which are to be cut to lengths for the manufacture of bedsteads, and to be used for no other purpose; when imported for the manufacturers of iron bedsteads, to be used for these purposes only, in their own factories, until such time as any of the said articles are manuf'd in Canada	free	same
Rope, raw hide, as belting, being so used	20 p c	same
Safes, doors for safes and vaults, scales, balances and weighing beams of iron or steel	30 p c	same
Saws of all kinds	32½ p c	30 p c
Scrap iron and scrap steel, old, and only fit to be remanufactured, being part of or recovered from any vessel wrecked in water subject to the jurisdiction of Canada	free	same
Screws, commonly called wood screws—		
2 inches or over in length	3c. per lb.	35 p c
1 inch and less than 2 inches in length	6c. per lb.	35 p c
Less than 1 inch, 8c. per lb., provided that the duty shall not be less than	35 p c	35 p c
Screws, iron, steel, brass, or other metals, n.e.s.	30 p c	35 p c
Scythes	35 p c	25 p c
Sheet iron, common or black, No. 17 gauge and thinner	5 p c	same
Sheet iron signs, not framed	25 p c	30 p c
Sheet iron. (See iron or steel sheets, etc.)		
Sheet iron, for iron or composite ships	free	same
Sheets, crucible sheets, steel, 11 to 16 gauge, 2½ to 18 inches wide, imported by manufacturers of mower and reaper knives for manufacture of such knives in their own factories	free	same
Shoes, horse, mule and ox shoes	30 p c	same
Shovels and spades, shovel and spade blanks, and iron or steel cut to shape for same	50c. per doz. and 25 p c	35 p c
Skates	10c. per pair 30 p c	35 p c
Skates, steel for, valued at 2½c. per lb. and over	free	same
Sledges	30 p c	.....
Steels, table and butchers' steels	35 p c	30 p c
Steel of No. 12 gauge and thinner, but not thinner than No. 30 gauge, imported by manufacturers of buckle clasps and ice-creepers, to be used in the manufacture of such articles only in their own factories	free	same
Steel for the manufacture of hammers, augers, and auger bits, when imported by the manufacturers of such articles for use in their own factories only	free	same
Steel, Nos. 24 and 17 gauge, in sheets 63 inches long and from 18 inches to 32 inches wide for the manufacture of tubular bow sockets, when imported by the manufacturers for their own factories only	free	same
Steel, manufactures of, or parts of iron and parts steel, n.e.s.	27½ p c	30 p c
Stoves	27½ p c	25 p c
Stove plates	27½ p c	25 p c
Swords	27½ p c	30 p c
Wedges	30 p c	same
Iron and manufactures of, or part iron and part steel, n.e.s.	27½ p c	30 p c
Strips specially imported for the manufacture of buckthorn and plain strip fencing for use in their factories	free	same
Tacks, cut, brads or sprigs, not exceeding 16 ounces to the thousand	1½c. per 1,000	35 p c
Tacks, shoe, ½ to 4 oz. to the thousand	1c. per 1,000	35 p c
Tacks, cut, brads or sprigs, exceeding 16 oz. to the thousand	1½c. per lb.	35 p c
Track tools, wedges, crowbars and sledges	30 p c	30 p c
Traps	27½ p c	30 p c
Tubing, wrought iron, over 2 inches in diameter	15 p c	same
Tubing, of lap-welded iron, threaded and coupled or not, one and one-quarter to two inches inclusive in diameter, for use exclusively in artesian wells, petroleum pipe lines and petroleum refineries	20 p c	.....
Tubes not welded nor more than 1½-inch in diameter of rolled steel	15 p c	same
Tubes or pipes, either wrought iron or steel	5-10c. & 30 p c	30 p c
Washers, n.e.s.	1c. lb. & 20 p c	25 p c
Provided that on all iron and steel bars, rods, strips or steel sheets of whatever shape, and on all iron or steel bars of irregular shape or section, cold rolled, cold hammered or polished in any way, in addition to the ordinary process of hot rolling or hammering, there shall be paid one-sixth of one cent per pound in addition to the rate imposed on the said materials.		
And provided, further, that all articles rated as iron or manufactures of iron shall be chargeable with the same rate of duty if made of steel, or of steel and iron combined, unless otherwise specially provided for.		
Ivory knives and folders and fancy manufrs	35 p c	30 p c
Ivory and ivory nuts, unmanufactured and veneers, sawn only	free	same
Ivory veneer, other	20 p c	.....
Ivory, manufactures of, n.e.s.	20 p c	same
Ivory vaccine points	free	same
Jack Screws of every description, n.e.s.	35 p c	same
Jalap root	free	same
Jams, jellies and preserves	3¼c. per lb.	same
Japanned and stamped tinware, etc.	25 p c	same
Jerseys, ladies'	5c. lb. and 30 p c	35 p c
Jewellery and manufactures of gold and silver	25 p c	30 p c
Jews' harps	35 p c	.....
Junk, old	free	same
Jute and jute butts	free	same
Jute, carpeting or matting and mats	25 p c	same
Jute cloth, as taken from the loom, neither pressed, mangled, calendered, nor in any way finished	free	same
Jute, colored fabrics, part cotton, yarns or other material	30 p c	25 p c
Jute, manufactures of, n.e.s.	20 p c	25 p c

	Old.	New.
Jute yarn, flax or hemp, plain dyed or colored, when imported by manufacturers of carpets, rugs, mats, jute webbing or cloth, and twines, for use in their own factories	free	same
Kainite, or German potash salts for fertilizers	free	same
Kelp	free	same
Kerosene and coal oil fixtures or parts thereof	27½ p c	30 p c
Knives, oyster knives	35 p c	30 p c
Knitting machines	27½ p c	25 p c
Knitting needles and machine needles and needles of all kinds	30 p c	same
Kryolite or cryolite	free	same
Labels, for fruit, vegetables, meat, fish, confectionery, and other goods, also tickets, posters, advertising bills and folders, whether lithographed or printed	15c. per lb. and 25 p c	35 p c
Lac-dye, crude, seed, button, stick and shell.	free	same
Laces, boot, shoe and stay	30 p c	same
Laces, braids, fringes, embroideries, cords, tassels, and bracelets, elastic, round or flat, including garter elastic, braids, chains or cords of hair; lace collars and all similar goods, lace nets and nettings of cotton, silk, linen or other materials, table cloths and curtains, when made up, trimmed or untrimmed, and belts of all kinds	30 p c	35 p c
Lamb and sheepskins, tanned, dressed, waxed or glazed	17½ p c	same
Lamp reflectors	30 p c	same
Lamp shades, made of paper	35 p c	same
Lamp wicks	25 p c	same
Lamp springs	10 p c	same
Lamp black and ivory black	free	same
Lap robes, rubber	35 p c	same
Lard and lard compound, and similar substances, cottolene and animal stearine of all kinds, n.e.s	2c. per lb.	same
Lard oil	20 p c	same
Lastings, mohair cloth or other manufactures of cloth when imported by manufacturers of buttons for use in their own factories and woven or made in patterns of such size, shape or form, or cut in such manner as to be fit for covering buttons exclusively	free	same
Lava, unmanufactured	free	same
Lava, manufactures of, fancy	35 p c	same
Lead bars, blocks and sheets	60c. 100 lbs.	25 p c
Lead, old scrap and pig	40c. 100 lbs.	25 p c
Lead pipe and shot	4-10c. lb. and 25 p c	35 p c
Lead, nitrate and acetate of, not ground	free	same
Lead pencils of all kinds, in wood or otherwise	25 p c	same
Lead, manufactures of, n.e.s	30 p c	same
Leather, upper, including dongola, cordovan, kid, lamb, sheep, kangaroo, alligator, chamois, and calf, dressed, waxed or glazed	17½ p c	same
Leather and skins, n.o.p., tanned, belting leather and sole leather	15 p c	same
Leather belting or other material, n.e.s	20 p c	same
Leather board and leatheroid. and boot and shoe counters made therefrom	20 p c	same
Leathers, glove, when imported by glove manufacturers for use in their factories in the manufacture of gloves, viz., lamb, kid, buck, deer, antelope and water-hog, tanned or dressed, colored or uncolored	10 p c	same
Leather, morocco skins, tanned, but not further manufactured	15 p c	same
Leather, patent, japanned or enamelled, and morocco leather	22½ p c	25 p c
Leather, sole, tanned, but rough or undressed	10 p c	same
Leeches	free	same
Lentils, fresh	25 p c	same
Lime juice and fruit juices containing not more than twenty-five per cent. of proof spirits	60c. per gal.	same
When more than 25 per cent	$2 per gal.	same
Lime juice and other fruit juices, n.o.p	20 p c	same
Lime juice, crude only	free	same
Lime	20 p c	same
Lime, chloride of	free	same
Linen, damask	25 p c	30 p c
Linen canvas, when to be used for boats and ships' sails	25 p c	same
Licorice paste	20 p c	same
Licorice root, not ground	free	same
Licorice, stick or roll	20 p c	same
Litharge	free	same
Lithographic presses	10 p c	same
Lithographic stones, not engraved	20 p c	same
Litmus and all lichens, prepared and not prepared	free	same
Lobsters, preserved	25 p c	same
Lobsters, alive	20 p c	same
Locks, other, n.e.s	32½ p c	30 p c
Locomotives and railway passenger, baggage and freight cars, being the property of railway companies in the U. S. running upon any line of road crossing the frontier so long as Canadian locomotives and cars are admitted free under similar circumstances into the U.S., under regulations to be prescribed by the Controller of Customs	free	same
Locust beans and locust bean meal	free	same
Logwood, fustic, oak and oak bark, extracts of	free	same
Logwood, compound extracts of	20 p c	same
Logs and round unmanufactured timber, n.e.s.	free	same
Mace and nutmegs	25 p c	same
Macaroni and vermicelli	25 p c	same
Machines, dating	27½ p c	25 p c
Machinery, n.e.s	27½ p c	25 p c
Machinery, mining and smelting, imported prior to the 16th day of May, 1896, which is at the time of its importation of a class or kind not manufactured in Canada	free	same
Madder and munjeet, or Indian madder, ground and prepared, and all extracts of	free	same
Magic lanterns and slides therefor, philosophical, photographic, mathematical and optical instruments, n.e.s	25 p c	same
Magnesia	20 p c	25 p c
Magnesia fluid	50 p c	same
Malt, upon entry for warehouse, subject to Excise regulations	15c. per bush.	same
Malt, extract of (non-alcoholic), for medical purposes, n.e.s	25 p c	same
Manganese, oxide of	free	same
Mangles	27½ p c	25 p c
Manilla hoods	20 p c	same
Mantels, slate	30 p c	same
Manures, guano and other manures	free	same
Manuscripts and insurance maps	free	same
Maps, charts, for the use of schools for the blind, and globes, geographical, topographical and astronomical, n.e.s	free	same
Marble blocks from the quarry, in the rough	free	same
Maple sugar	20 p c	same
Marble blocks and slabs, sawn on more than two sides	20 p c	same
Marble slabs, sawn on not more than two sides	10 p c	.....
Marble, finished, and all manufs. of, n.e.s	30 p c	35 p c
Matches, wax or wood	25 p c	same
Mattresses, hair, spring and other	30 p c	same
Matting, cocoa	25 p c	same
Meats, fresh, n.e.s	3c. per lb.	same
Meats, canned, and canned poultry and game and soups	25 p c	same
Meats, extract of fluid beef not medicated	25 p c	same
Meats, n.e.s. When in barrel, the barrel to be free.	2c. per lb.	same
Meat stuffers	27½ p c	25 p c
Meats, poultry and game, n.o.p.	20 p c	same
Meats, mutton and lamb, fresh	35 p c	same
Medals, gold or silver	25 p c	30 p c
Medals, German or nickel silver	25 p c	same
Medals, brass, bronze or plated	30 p c	same
Medicines, patent, proprietary, viz: All tinctures, pills, powders, troches or lozenges, syrups, cordials, bitters, anodynes, tonics, plasters, liniments, salves, ointments, paste, drops, waters, essences, oils, and all medicinal, chemical and pharmaceutical preparations, when compounded of more than one substance, n.o.p., all liquids, 50 per cent.; provided that this item shall not be held to include drugs and preparations recognized by the British and the United States Pharmacopœia and French Codex as official.		25 and 35 p c
Medicines, patent, all other, n.e.s. All medicinal preparations, whether chemical or otherwise, usually imported with the name of the manufacturer, shall have the true name of such manufacturer, and the place where they are prepared, permanently and legibly affixed to each parcel by stamp, label or otherwise, and all medicinal preparations imported without such names so affixed shall be forfeited.	25 p c	same
Meerschaum, crude or raw	free	same
Menageries, horses, cattle, carriages and harnesses of, under regulations prescribed by the Controller of Customs	free	same
Mercury or quicksilver	free	same
Metal composition, n.e.s.	20 p c	same
Metal, yellow metal in bars, bolts, and for sheathing	free	same
Mica	20 p c	same
Microscopes	25 p c	same
Milk food and other similar preparations	30 p c	same
Milk, condensed	3¼c. per lb.	same
Coffee, condensed, with milk	30 p c	same
Mill board, not straw board	10 p c	same
Mineral waters, natural, not in bottles	free	same
Mineral waters, n.e.s.	20 p c	same
Mineral and bituminous substances, n.e.s	20 p c	same
Mineralogy specimens	free	same
Models (original) of inventions and other improvements in the arts; but no article or articles shall be deemed a model which can be fitted for use	free	same

	Old.	New.
Molasses, produced in the process of the manufacture of cane sugar from the juice of the cane, when imported in the original packages from the district where produced in the country where the cane was grown, and which has not been subjected to any process of treating or mixture after leaving the country from which originally shipped..	free	same
(a) Testing by polariscope, 40° or over, a specific duty of 1¾c. per gal		same
(b) When testing less than 40°, and not less than 35°, a specific duty of 1¾c. per gal., and in addition thereto 1c. per gal. for each degree or fraction of a degree less than 40°		same
The packages (when of wood) in which imported to be exempt from duty.		
Molasses gates	27½ p c	.....
Molasses and syrups of all kinds, n.o.p., the product of the sugar cane or beet root, n.e.s., and all imitations thereof or substitutes therefor	¼c. per lb.	.....
Moss, Iceland and other mosses, and seaweed and seagrass, crude or in their natural state, or cleaned only	free	same
Moss, other, n.e.s.	20 p c	same
Mouldings of wood, plain	20 p c	25 p c
Mouldings of wood, gilded, or otherwise further manuf. than plain	25 p c	30 p c
Mowing machines, self-binding harvesters, harvesters without binders, binding attachments, reapers, sulky and walking ploughs, harrows, cultivators, seed drills and horse rakes	20 p c	same
Muslin, plant bed muslin, white cotton	25 p c	same
Music, printed, bound or in sheets	10c. per lb.	25 p c
Musical instruments, n.o.p	25 p c	30 p c
Musk, in pods or in grains	free	same
Mustard cake	15 p c	same
Mustard, ground	25 p c	same
Mustard, French mustard, liquid, as sauce	35 p c	same
Naphtha, wood naphtha, or wood alcohol	$2.25 Im. gal.	$2.40 Im. gal.
Naphtha, n.e.s.	6c. Im. gal.	5c. Im. gal
Needles, knitting	30 p c	same
Needles, steel, all other	30 p c	same
Newspapers or supplemental editions or parts thereof, partly printed and intended to be completed and published in Canada	25 p c	20 p c
Newspapers and quarterly, monthly and semi-monthly magazines, and weekly literary papers, unbound	free	same
Newspapers and magazines, if bound	6c. per lb.	.....
Nickel	free	same
Nickel anodes	10 p c	same
Nickel and German silver, manf. of, not plated if plated	25 p c 30 p c	same same
Nitrate of soda or cubic nitre	free	same
Nitrate of soda	free	same
Nitrate of lead, not ground	free	same
Nitro glycerine	4c. per lb.	3c. per lb.
Noils, being the short wool which falls from the combs in worsted factories	free	same
Numbering machines, not to be classed with printing presses	27½ p c	25 p c
Nuts, shelled, n.e.s.	5c. per lb.	same
Nuts, almonds, walnuts, Brazil nuts, pecans and shelled peanuts, n.e.s.	3c. per lb.	same
Nuts, cocoa	$1 per 100	same
Nuts, cocoa, when imported direct	50c. per 100	same
Nuts, all kinds, n.o.p.	2c. per lb.	same
Nutgalls	free	same
Oakum	free	same
Oak bark	free	same
Oats	10c. per bush.	same
Oat flour	20 p c	same
Oatmeal	20 p c	same
Oil, aniline, crude	free	same
Oil, coal, illuminating oils composed wholly or in part of the products of petroleum, coal, shale or lignite costing more than 30c. per gal.	25 p c	same
Oil, coal and kerosene, distilled, purified or refined, naphtha, petroleum and products of, n.e.s.	6c. Im. gal.	5c. imp. gal.
Oils, petroleum, crude, fuel and gas oils (other than naphtha, benzine or gasoline, when imported by manufacturers other than refiners) for use in their factories for fuel purposes or for the manufacture of gas	3c. per gal.	2½c. per gal.
Oil, carbolic or heavy oil	free	same
Oil, castor	20 p c	same
Oil, cod liver	20 p c	same
Oils, cocoanut and palm, in their natural state	free	same
Oil, colza	20 p c	same
Oil, flax seed or linseed, raw or boiled	20 p c	same
Oil, hair, perfumed	30 p c	same
Oil, lard oil	20 p c	same
Oils, lubricating, composed wholly or in part of petroleum, costing less than 25c. Im. gal.	6c. Im. gal.	5c. imp. gal.
Oils, lubricating, all other	25 p c	same
Oils, neatsfoot	20 p c	same
Oil, olive, for manufacturing purposes	free	same
Oil, olive, prepared for salad purposes	30 p c	20 p c
Oil, sesame seed	20 p c	same
Oil, tallow	20 p c	same
Oil, all other, n.e.s.	20 p c	same
Oil cake and meal, cotton seed cake and meal, palm nut cake and meal	free	same
Oil cloths and silk India rubbered, flocked or coated with rubber, n.o.p.	27½ p c	30 p c
Oil cloth, table and shelf, enameled floor, cork matting or carpet and linoleum	30 p c, but not less than 4c. per sq. yd.	30 p c
Oiled paper	35 p c	.....
Oleo-stearine and degras, when imported by manufacturers of leather for use in the manufacture of leather in their factories	free	same
Opium, crude	$1 per lb.	same
The outward ball or covering	free	same
Opium, prepared for smoking	$5 per lb.	same
Opium, powdered	$1.35 per lb.	same
Optical instruments, n.e.s.	25 p c	same
Oranges, lemons and limes, in boxes of capacity not exceeding 2½ cubic feet	25c. per box	same
In half boxes, capacity 1¼ cubic feet	13c. per box.	same
In cases and all other packages	10c. per cu. ft. capacity	same
In bulk	$1.50 per 1,000	same
In barrels not exceeding in capacity that of the 196 lb. flour barrels	55c. per bbl.	same
Ores of metals, of all kinds	free	same
Organs, cabinet	30 p c	same
Organs, sets or parts of sets of reeds for cabinet organ	25 p c	same
Organs, pipe organs	25 p c	30 p c
Ornaments of alabaster, spar, amber and terra cotta, or composition	35 p c	same
Osiers	free	same
Osiers and willow furniture	30 p c	same
Ottar of roses and oil of roses	free	same
Oxide of copper, black and platinum, for use in the manufacture of chlorate	free	same
Pails, tubs, churns, brooms, washboards, pounders and rolling pins	20 p c	same
Paints and colors, ultramarine blue, dry or in pulp, metallic colors, viz.: oxides of cobalt, copper and tin, n.e.s.	free	same
Ochres, ochrey earths, raw siennas and colors dry, n.e.s.	20 p c	same
Oxides, dry fillers, fire-proofs, umbers and burnt siennas, n.e.s.	25 p c	same
Fire-proof paint, dry	25 p c	same
Paints and colors, rough stuff and fillers, n.e.s.	25 p c	same
Ground in spirits, and all spirit varnishes and lacquers	$1.12½ gal.	20c. gal, and 20 p c
Paris green, dry	10 p c	same
Dry white and red lead, orange mineral and zinc white	5 p c	same
White lead in pulp, not mixed with oil	25 p c	same
Painters' metal graining combs	35 p c	same
Painters' pallet knives	35 p c	30 p c
Paintings in oil or water colors, by artists of well-known merit, or copies of Old Masters by such artists	free	same
Paintings in oil or water colors, production of Canadian artists	free	same
Paintings, prints, engravings, drawings and building plans, photos and pictures, n.e.s.	20 p c	same
Palm leaf, unmanufactured	free	same
Palm leaf, when manufactured, n.e.s.	20 p c	same
Paper weights, glass	30 p c	same
Paper cutters and printing presses	10 p c	same
Paper bags, plain, n.e.s.	25 p c	same
Paper boxes, with chromos, but without any printed matter	6c. lb. & 20 p c	.....
Paper boxes, labelled empty	15c. lb. & 25 pc	.....
Paper, drawing, mounted, enamelled or parchment	35 p c	same
Paper hangings, all other, and borders, per roll of 8 yds. and under, and proportionately for greater lengths	1½ roll & 25 pc	35 p c
Paper, wall, not including borders, printed on plain ungrounded paper, and colored with any material except bronze, gilt or flitter	35 p c	35 p c
Paper files, clips	30 p c	same
Papier mache, manufactures of	35 p c	same
Paper of all kinds, n.e.s.	25 p c	same
Paper kites, as toys	35 p c	same
Paper, ruled, oiled or waxed	35 p c	same
Paper, tarred	25 p c	same
Paper, union collar cloth, in rolls or sheets, not glossed or finished	15 p c	same
Paper, union cloth, in rolls or sheets, glossed or finished	20 p c	same
Paper, filter paper, in sheets	25 p c	same
Paper, fly paper	35 p c	same
Paper letters, gummed, plain or colored, in bulk	35 p c	same
Paper letters, gummed, put up in envelopes, with printed descriptions for special advertising purposes, signs or labels	15c. lb. & 25 pc	35 p c

	Old.	New.
Paper sacks or bags of all kinds, printed or not	25 p c	same
Paper, waste or clippings	free	same
Paper, pressed, in sheets	35 p c	same
Paper, glazed, plated, marbeled, enamelled paper, and card board, similarly finished, n.e.s.	35 p c	same
Paper, manufactures of, including ruled and bordered papers, papeteries, boxed papers and envelopes and blank books	35 p c	same
Parasols. (See umbrellas)		
Passover bread for free distribution among the Hebrew community in connection with their religious rites.	free	same
Patterns of brass	30 p c	same
Patterns of iron	27½ p c	30 p c
Paving blocks, made from slag of blast furnace	20 p c	same
Peaches, n.o.p., the weight of the package to be included in the weight for duty	1c. per lb.	same
Peach trees	3c. each	same
Pears, green fruit	20 p c	same
Pear trees of all kinds	3c. each	same
Peas	10c. bush.	same
Pearl, mother of, not manufactured	free	same
Pearl card cases	35 p c	same
Pearl collar buttons or studs as jewel'ry	25 p c	same
Pearl, manufactures of, fancy	35 p c	same
Pelts, raw	free	same
Pencils, lead, wood or otherwise	25 p c	same
Pencils, slate	25 p c	same
Penholders, wood	25 p c	same
Pens, steel	27½ p c	30 p c
Pens, gold	20 p c	same
Pen racks, iron	27½ p c	25 p c
Perfumery, including toilet preparations (non-alcoholic), viz : Hair oils, tooth and other powders and washes, pomatums, pastes and all other perfumed preparations used for the hair, mouth and skin	30 p c	same
Perfumed spirits in bottles or flasks not weighing more than 4 oz	50 p c	same
Perfumed spirits in bottles, flasks or other packages, weighing more than 4 oz.	$2.25 Im.gal and 40 p c	$2.40 gal. and 40 p c
Persis or extract archill and cudb'r	free	same
Petroleum, crude, fuel and gas oils (other than naphtha, benzine or gasoline), when imported by manufacturers (other than refiners), for use in their factories for fuel purposes, or for the manufacture of gas	3c. per gal.	2½c. gal.
Petroleum. (See Oils.)		
Pheasants for improvement of stock	free	same
Pheasants, other	20 p c	same
Philosophical instruments and apparatus, not manufactured in the Dominion, and when imported by or for the use of universities, colleges and schools and scientific societies	free	same
Philosophical, photographic, optical and mathematical instruments and apparatus, n.e.s.	25 p c	same
Phosphorus	free	same
Phosphor bronze in blocks, bars, sheet and wire	10 p c	same
Photograph albums	35 p c	same
Albums, insides of paper	free	same
Photographers' albumenized paper	30 p c	same
Photographic dry plates	30 p c	same
Piano covers, rubber and cotton	27½ p c	.....
Piano stools	30 p c	same
Pianofortes	35 p c	30 p c
Pianofortes, parts of	25 p c	same
Pickers, raw hide, for cotton looms	20 p c	25 p c
Pickles, sauces and catsups, including soy	35 p c	same
Pictorial illustrations of insects, etc., when imported by and for the use of colleges and schools, scientific and literary societies	free	same
Picture and photographic frames, of any material	30 p c	same
Picture nails	32½ p c	30 p c
Pictures, framed	30 p c	same
Pillows and bolsters	30 p c	same
Pins, manufactured from wire of any metal	30 p c	same
Pipe clay, unmanufactured	free	same
Pitch, Burgundy	free	same
Pitch, pine, in packages of not less than 15 gals	free	same
Pitch, pine, other	20 p c	same
Pitch coal, for roofing	free	same
Pitch, bone, crude only	free	same
Plaits, straw, Tuscan, grass, chip, manilla, cotton and mohair	free	same
Planing mills and parts of, in any stage of manufacture	30 p c	25 p c
Plants, viz.: Fruit, shade, lawn and ornamental trees, shrubs and plants, n.e.s.	20 p c	same
Plaster of Paris or gypsum, ground not calcined	15 p c	same
Plaster of Paris, calcined or manufactured	40c. per bbl. of 300 lbs.	12½c. 100 lbs.
Plasters, medicated, all kinds	25 p c	same
Plated ware and gilt ware, of all kinds, whether plated wholly or in part	30 p c	same
Platinum and black oxide of copper for the manufacture of chlorate	free	same
Plates, engraved on wood, steel or other metal, and transfers taken from the same	20 p c	same
Playing cards	6c. per pack	same
Plum trees, of all kinds	3c. each	same
Plumbago, crude	10 p c	same
Plumbago, all manufactures of, n.e.s.	25 p c	same
Plush, of cotton	30 p c	35 p c
Plush, silks, other	30 p c	35 p c
Pocketbooks and purses	30 p c	same
Pomades, French or flower odors, preserved in fat or oil for the purpose of conserving the odors of flowers which do not bear the heat of distillation, when imported in tins of not less than 10 lbs. each	15 p c	same
Pomades, all others	30 p c	same
Pop corn, in cakes or balls	35 p c	same
Porcelain ware, n.e.s.	30 p c	same
Porcelain shades	30 p c	same
Portable machines, portable steam engines, threshers and separators, horse powers, portable saw mills and planing mills and parts thereof in any stage of manufacture	30 p c	25 p c
Potash, muriate and bichromate of, crude	free	same
Potash, chlorate of, in crystals or ground only, when imported for manufacturing purposes only	free	same
Potash, German mineral	free	same
Potash, red and yellow prussiate of	free	same
Potatoes, sweet	10c. bushel	same
Pork, barrelled in brine (barrels containing same to be free of duty)	2c. per lb.	same
Potatoes, other	25 p c	15c. bush.
Poultry and game of all kinds	20 p c	same
Precious stones, in the rough	free	same
Precious stones, also imitations, polished, but not set or otherwise manufactured, n.e.s.	10 p c	same

	Old.	New.
Printing presses and printing machines, such only as are used in newspaper, book and job printing offices; folding machines and paper cutters used in printing and bookbinding establishments, and lithographic presses.	10 p c	same
Prunella	free	same
Pulp wood	25 p c	same
Pulp or grasses	free	same
Pumice or pumice stone, ground or unground	free	same
Pumps, of all kinds	30 p c	.....
Pumps, steam	30 p c	25 p c
Putty	15 p c	same
Putty, dry, for polishing granite	free	same
Quills, in natural state or unpl'd.	free	same
Quills, other	20 p c	same
Quince trees of all kinds	3c. each	same
Quinine, sulphate of, in powder	free	same
Rags of cotton, linen, jute, hemp and woolen, paper waste or clippings, and waste of any kind except mineral waste	free	same
Rags from Europe, except Great Britain, prohibited		
Railway rugs of all materials	30 p c	same
Raisins	1c. per lb.	same
Raspberry and blackberry bushes	20 p c	same
Rattans and reeds, manufactured or partly manufactured	17½ p c	15 p c
Rattans and reeds in their natural state	free	same
Red liquor for dying and calico printing	free	same
Refrigerators	30 p c	same
Rennet, raw or prepared	free	same
Resin, in pkgs, not less than 100 lbs	free	same
Resin or rosin oil	free	same
Resin, other, n.e.s.	20 p c	same
Ribbons of all kinds and materials	30 p c	35 p c
Rice, uncleaned, unhulled or paddy, 3-10c. per lb., but not less than	30 p c	¾c. per lb.
Rice, other	1¼c. lb.	same
Rice and sago flour and sago	25 p c	same
Rice, when imported by makers of rice starch, for use in their own factories.	¾c. lb.	same
Rope, iron wire	25 p c	same
Rope, or cordage	1¼c. lb. and 10 p c	20 p c
Roots, medicinal, viz., aconite, calumba, ipecacuanha, rhubarb, sarsaparilla, squills, taraxicum and valerian	free	same
The same ground or powdered	20 p c	same
Rose bushes	20 p c	same
Rotten stone	20 p c	same
Rove, when imported for the manufacture of twine for harvest binders	10 p c	5 p c
Ruling pens	10 p c	same
Rye (see grain)	10c. bush.	same
Rye flour	50c. bbl.	same
Saccharine or any product containing over one-half of one per cent. thereof.	20 p c	same
Saddlers' soap	25 p c	35 p c
Saddlery of every description	30 p c	same
Saffron and safflower, and extracts of, and saffron cake	free	same
Sago	25 p c	same
Sago flour	25 p c	same
Sails, for boats and ships, also tents and awnings	25 p c	same
Sal ammoniac and sal soda	free	same
Saleratus	20 p c	same
Salt, imported from the United Kingdom or any British possessions, or imported for the use of the sea or the gulf fisheries, n.e.s	free	same
Salt, fine, in bulk, and coarse salt, n.e.s	5c. 100 lbs.	same
Salt, in bags, barrels, or other packages (packages same duty as if imported empty)	7½c 100 lbs	same
Saltpetre	free	same
Salt cake (sulphate of soda), crude	free	same
Sand	free	same
Sand, colored	20 p c	same
Sand cloth	20 p c	same
Sand (iron) or globules for polishing granite	free	same
Sand, glass, flint and emery paper	20 p c	same
Satchels	30 p c	same
Sateens, for use of corset manufacturers, etc.	25 p c	same
Sauces, catsups and pickles, including soy	35 p c	same
Sausage casings, n.e.s.	20 p c	same
Sausage skins or casings, not cleaned.	free	same
Sawdust, of the following woods: amaranth, cocoboral, boxwood, cherry, chestnut, walnut, gumwood, mahogany, pitch pine, rosewood, sandal wood, sycamore, Spanish cedar, oak, hickory, whitewood, African teak, black heart ebony, lignum vitæ, red cedar, red wood, satin wood, white ash, persimmon and dogwood	free	same
Scales, and weighing beams	30 p c	same
Scenery, theatrical and other	20 p c	same
School ink wells	30 p c	same
School bags	30 p c	same
Screws, commonly called wood screws, 2 in. and over in length	3c. lb.	35 p c
1 in. and less than 2	6c. lb.	35 p c
Less than 1 in., 8c. lb., provided that duty shall not be less than	35 p c	same
Screws, of brass or other metals, n.e.s.	30 p c	35 p c
Screw jacks of every description	35 p c	same
Seeds—beet, carrot, turnip, annatto, flax, mangold and mustard	free	same
Seeds—flower, garden, field and other seeds for agricultural or other purposes, when in bulk or large parcels, n.o.p.	10 p c	same
The same in small parcels	25 p c	same
Seeds—aromatic, which are not edible and are not in a crude state, and not advanced in value or condition by grinding or refining, or by any other process of manufacture, anise, anise star, caraway, cardamom, coriander, cummin, fennel and fenugreek	free	same
Seed peas—imported from the United Kingdom for the purpose of seed	free	same
Seedling stock for grafting, viz., plum, pear, peach and other fruit trees	free	same
Senna leaves	free	same
Settlers' effects	free	same
Sewing machines, or parts of	30 p c	same
Shades, glass and porcelain, for lamps and gaslights	30 p c	same
Shawls and traveling rugs of all kinds.	25 p c	30 p c
Shawls, silk	25 p c	30 p c
Sheep, for improvement of stock	free	same
Sheep skins, tanned only	15 p c	same
Sheep skins, dressed and waxed, or glazed	17½ p c	same
Shellac, white, for manuf'g purposes	free	same
Shells of all kinds, unmanufactured	free	same
Shells, manufactured, fancy	35 p c	same
Sheet music	10c. lb.	25 p c
Sheet iron signs, not framed	25 p c	30 p c
Ships, built in a foreign country, on application for Canadian register, except machinery	10 p c	same
Machinery on same	25 p c	same
Shirts, costing more than $3 per doz.	$1 doz. and 25 p c	35 p c

	Old.	New.
Shirts, n.e.s	35 p c	same
Shoemakers' pitch and wax	20 p c	same
Show cases	35 p c	same
Show cards, framed	30 p c	35 p c
Silex or crystallized quartz	free	same
Silk, clothing	32½ p c	35 p c
Silk hosiery	10c. doz.prs. and 35 p c	35 p c
Silk, raw, or as reeled from the cocoon, not being doubled, twisted or advanced in any way, silk cocoons, and silk waste	free	same
Silk twist, sewing and embroidery silk	25 p c	same
Silk, in the gum or spun, not more advanced than singles, tram, and thrown organizine, not colored	15 p c	same
Silk velvets, and all manufactures of silk or of which silk is the component part of chief value, n.e.s., except church vestments	30 p c	35 p c
Silver leaf	25 p c	same
Silver-plated ware	30 p c	same
Skins, bird, and skins of animals not native to Canada for taxidermic purposes, not further manufactured than prepared for preservation	free	same
Slates, roofing	30 p c	same
provided that the duty on roofing slate shall not exceed 75c. per square for black or blue slate, and 90c. for slate of other colors.		
Slates, school and writing	30 p c	same
Slate mantels	30 p c	same
Slate pencils	25 p c	same
Slates and manufactures of, n.e.s.	30 p c	same
Sledges	30 p c	same
Sleighs	30 p c	25 p c
Soap, common or laundry, not perfumed	1c. per lb.	same
Soap, castile, mottled or white	2c. lb.	same
Soap, n.e.s., pearline and other soap, powders, pumice, silver and mineral soaps, sapolio and other like articles	35 p c	same
Socks or stockings of cotton, wool, worsted, the hair of the alpaca goat or other like animal	10c. doz.prs. and 35 p c	35 p c
Soda ash caustic in drums; silicate in crystals or in solution; bichromate nitrate or cubic nitre, sal soda, sulphate of soda, arseniate, binarseniate, bisulphate, chlorate, chloride and stannate of soda	free	same
Soda, bicarbonate of	20 p c	same
Soda, nitrite of	free	same
Solder	30 p c	same
Soups	25 p c	same
Soy	35 p c	same
Spectacles and eyeglasses	30 p c	same
Spectacles and eyeglass frames, parts of	20 p c	same
Spelter, in blocks and pigs	free	same
Spermaceti	20 p c	same
Spices of all kinds, except mace and nutmegs, unground	12½ p c	same
Spices, ground	25 p c	same
Spices, mace and nutmegs	25 p c	same
Spirituous or alcoholic liquors distilled from any material, or containing, compounded from or with distilled spirits of any kind and any mixture thereof with water, for every gallon thereof of the strength of proof, and when of a greater strength than that of proof at the same rate on the increased quantity that there would be if the liquors were reduced to the strength of proof. When the liquors are of less strength than that of proof, the duty shall be at the rate herein provided, but computed on a reduced quantity of the liquors in proportion to the lesser degree of strength; provided, however, that no reduction in quantity shall be computed or made on any liquors below the strength of 15 per cent. under proof, but all such liquors shall be computed as of the strength of 15 per cent. under proof as follows, viz.:		
Ethyl alcohol or the substance commonly known as alcohol, hydrated oxide of ethyl, or spirits of wine; gin of all kinds, n.e.s.; rum, whiskey, all spirituous or alcoholic liquors, n.o.p.	$2.25 gal.	$2.40 gal.
Amyl alcohol or fusil oil, or any substance known as potato spirit or potato oil	$2.25 gal.	$2.40 gal.
Methyl alcohol, wood alcohol, wood naphtha, pyroxylic spirit, or any substance known as wood spirit or methylated spirit; absinthe, arrack or palm spirit, brandy, including artificial brandy and imitations of brandy; cordials and liqueurs of all kinds, n.e.s.; mescal, pulque, rum shrub, schiedam and other schapps, tafia, angostura, and similar alcoholic bitters or beverages	$2.25 gal.	$2.40 gal.
Spirits and strong waters of any kind mixed with any ingredient or ingredients and being or known or designated as anodynes, elixirs, essences, extracts, lotions, tinctures, or medicines, n.e.s.	$2.25 gallon and 30 p c	$2.40 and 30 p c
Alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, hair, tooth and skin washes and other toilet preparations containing spirits of any kind, when in bottles or flasks weighing not more than 4 oz. each	50 p c	same
When in bottles, flasks or other packages weighing more than 4 oz. each	$2.25 gal. and 40 p c	$2.40 and 40 p c
Nitrous either, sweet spirits of nitre and aromatic spirits of ammonia.	$2.25 gal. and 30 p c	$2.40 gal. and 30 p c
Vermouth, containing not more than 30 per cent., and ginger wine, containing not more than 26 per cent. of proof spirits	80c. gal.	90c. gal.
If containing more than these percentages, respectively, of proof spirits	$2.25 gal.	$2.40 gal.
Sponges	20 p c	same
Spurs and stilts, used in the manufacture of earthenware	free	same
Square reeds and rawhide centres, textile leather or rubber heads, thumbs and tips, and steel, iron or nickel caps for whip ends, when imported by whip manufacturers for use in the manufacture of whips in their own factories	free	same
Starch, including farina, corn starch or flour, and all preparations having the qualities of starch. (The weight of the package to be included in the weight for duty)	1½c. lb.	same
Stones, burr, in blocks, rough or unmanufactured and not bound up or prepared for binding into millstone	free	same

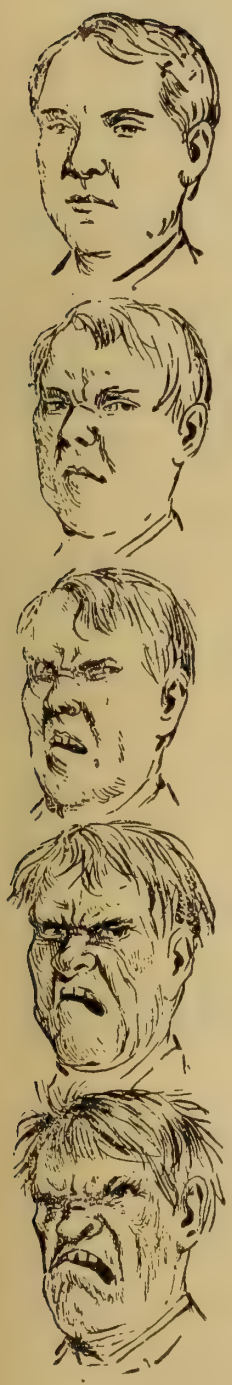
	Old.	New.
Stone, rough freestone, flag stones, granite, sandstone, and all building stone, except marble, from the quarry, not hammered or chiselled	20 p c	same
Stone, granite, flagstones and freestones, dressed, all other building stone dressed, eqcept marble, and all manner of stone, n.e.s	30 p c	25 p c
Stone, lithographic, not engraved	20 p c	same
Stone, grindstones, not mounted and not less than 12 inches in diameter	$1.75 ton.	20 p c
Straw and manufactures of, n.e.s.	20 p c	same
Straw boards in sheets or rolls, plain or tarred	30c. 100 lbs.	25 p c
Sugar of milk	20 p c	same
Sugar of milk tablets, not further sweetened	20 p c	same
Sugar, glucose or grape sugar	1¼c. lb.	¾c. lb.
Sugar, all above No. 16, Dutch standard in color, and all refined sugars of whatever kinds, grades or standards, the usual packages in which they are imported to be free	1 14-100c. lb	1c. lb.
Sugar, all under 16 Dutch standard	½c. lb.	same
Sugar candy, brown or white, and confectionery, including sweetened gums, candied peels, and pop corn	½c. lb. and 35 p c	35 p c
Sulphate of quinine (in powder)	free	same
Sulphate of iron (copperas) and sulphate of copper (blue vitriol)	free	same
Sulphur and brimstone, in roll or flour.	free	same
Sulphuric ether	5c. lb.	25 p c
Surgical belts or trusses and suspensory badges of all kinds	25 p c	20 p c
Syrup, glucose syrup and corn syrup, or any syrup containing any admixture thereof	1¼c. lb.	¾c. lb.
Tags, tin, for plug tobacco	25 p c	same
Tagging, metal, plain, japanned or coated, in coils, not over 1½ inches in width, when imported by manufacturers of shoe and corset laces, for use in their own factories	free	same
Tails, undressed	free	same
Tape measures	25 p c	same
Tapioca	20 p c	25 p c
Taraxicum root	free	same
Tarpaulin, cotton, plain or coated with oil, paint, tar or other composition	30 p c	same
Tar, pine, in packages of not less than 15 gallons each	free	same
Tassels	30 p c	35 p c
Teas and green coffees, imported direct from the country of growth and production	free	same
This item shall include teas and coffees purchased in bond in any country where tea and coffee are subject to Customs duty, provided there be satisfactory proof that the tea or coffee so purchased in bond is such as might be entered for home consumption in the country where the same is purchased.		
Tea and green coffee, n.e.s	10 p c	same
Teasels	free	same
Telephones and telegraph instruments: telegraph, telephone and electric light cables; electric and galvanic batteries, electric motors, generators, dynamos, sockets and electric apparatus, n.e.s	25 p c	same
Telescopes	25 p c	same
Tents and awnings	25 p c	same
Terra japonica, gambier or cutch	free	same
Terra cotta panels, mouldings and cornices	30 p c	same
Terraline, vases and plaques	35 p c	same
Thermometers, all kinds	25 p c	same
Terra alba	20 p c	same
Thimbles, steel	27½ p c	same
Thimbles, brass	30 p c	same
Thread, linen, n.e.s	20 p c	35 p c
Tin, in blocks, pigs, bars and sheets, plates and tinfoil and tin strip waste	free	same
Tin, crystals and tea lead	free	same
Tin plates in sheets or strips, decorated	25 p c	same
Tin whisk holders, lacquered	25 p c	same
Tinned iron kettle ears	27½ p c	25 p c
Tinware, stamped, japanned ware and galvanized iron ware	25 p c	same
Tinware, and manufactures of tin, n.e.s.	25 p c	same
Tobacco, cigars and cigarettes	$2 per lb. and 25 p c	$3 lb. and 25 p c
Tobacco, manufactured, and snuff	35c. per lb. and 12½ p c	45c. lb. and 12½ p c
Tobacco, cut	45c. per lb and 12½ p c	50c. lb. and 12½ p c
Tobacco pipes of all kinds, pipe mounts, cigar and cigarette holders and cases for the same	35 p c	same
Tools, mechanics' and edge tools, n.e.s.	35 p c	30 p c
Towels of every description	25 p c	30 p c
Towel racks and rollers	30 p c	same
Toys, all kinds and materials	35 p c	.....
Tracing cloth	30 p c, but not less than 4c. sq. yard	same
Travelers' baggage, under regulations to be prescribed by the Minister of Customs	free	.....
Trees, n.e.s	free	same
Tree nails	free	same
Tripoli	20 p c	same
Trunks	30 p c	same
Trunk trimmings	30 p c	same
Turmeric	free	same
Turpentine, raw or crude	free	same
Turpentine, spirits of	5 p c	same
Turtles	free	same
Twine for harvest binders, of hemp jute, manilla or sisal, and of manilla and sisal mixed	12½ p c	10 p c until Jan. '98 then free
Type, for printing	20 p c	same
Type metal	10 p c	same
Type writers	27½ p c	25 p c
Typewriters, tablets with movable figures, geographical map and musical instruments, when imported by and for the use of schools for the blind, and being and remaining the sole property of the governing bodies of said schools, and not of private individuals, the above particulars to be verified by special affidavit on each entry when presented	free	same
Ultramarine Blue, dry or in pulp	free	same
Umbrellas, parasols and sunshades of all kinds and materials	35 p c	same
Umbrella and parasol, steel and iron or brass ribs, runners, rings, caps, notches, tin caps and ferrules, for the use of manufacturers of umbrellas	free	same
Umbrella, parasol and sunshade sticks or handles, in the rough, not further manufactured than cut into suitable lengths	free	same
Unenumerated articles	20 p c	same
Vaccine and ivory vaccine points	free	same
Valerian root	free	same
Varnishes, n.e.s	20c. gal. and 20 p c	same
Varnish, black and bright for ship use.	free	same

	Old.	New.
Varnish and colors ground in spirits	$1.12½ gal.	same
Vaseline, and all similar preparations of petroleum for toilet, medicinal or other purposes	35 p c	same
Vases, glass, plain or fancy	20 p c	same
Vases, china and porcelain	30 p c	same
Vases, earthenware	30 p c	same
Vegetables, when fresh or dry salted, n.e.s.	25 p c	same
Vegetables, sweet potatoes and yams	10c. bush.	.....
Vegetables, tomatoes, fresh	20c. bush. and 10 p c	same
Vegetables, tomatoes and other vegetables, including corn and baked beans, in cans or other packages, n.e.s. The weight of the can or other package to be included in the weight for duty	1½c. lb.	same
Vegetables, onions, sets for planting, not fit for table use	20 p c	same
Velveteens and cotton velvets and cotton plush	30 p c	35 p c
Veneers of wood, not over 1-16 of an inch in thickness	5 p c	10 p c
Veneers of wood, not over 1-16 of an inch thick, made from woods native to Canada	10 p c	same
Velocipedes	30 p c	same
Veneers, ivory, sawn only	free	same
Veneers, ivory, other, n.e.s	20 p c	
Vents, fireclay chimney linings, glazed or unglazed	35 p c	same same
Verdigris or sub-acetate of copper (dry)	free	
Vinegar, of any strength not exceeding the strength of proof; for each deg. of strength in excess of the strength of proof an additional duty of 2c.	15c.imp.gal.	same
Vices	35 p c	30 p c
Wagon and cart brushes	35 p c	25 p c
Wall decorations, Lincrusta Walton	1½c. roll of 8 yds. and 25 p c	35 p c
Walking sticks and canes of all kinds, n.e.s.	25 p c	30 p c
Washing crystal	20 p c	same
Watches	25 p c	same
Watch cases	35 p c	30 p c
Watch, composition metal for the manufacture of filled gold watch cases	10 p c	same
Watch keys, of brass	30 p c	25 p c
Watch keys, of steel	27½ p c	25 p c
Watch actions or movements	10 p c	same
Water meters	30 p c	same
Wax, parafine, and animal stearine of all kinds	2c. lb.	30 p c
Wax, manufactures of, other	20 p c	same
Webbing, elastic	20 p c	same
Webbing, non-elastic	20 p c	same
Whalebone, unmanufactured	free	same
Whalebone, manufactures of, n.e.s.	20 p c	same
Wheat	15c. bush.	12c. bush.
Wheat flour	75c. bbl.	60c. bbl.
Wheels, parts of, hubs and spokes, in the rough	free	same
Wheelbarrows and other like articles	30 p c	same
Whips of all kinds, including thongs and lashes	35 p c	same
Whiting or whitening, gilders' whiting and Paris white	free	same
Willow for basket makers	free	same
Willow and osier works, n.e.s.	25 p c	same
Window curtain poles	30 p c	same
Window blind rollers, finished or mounted	35 p c	same
Window shades, made of paper	35 p c	same
Wines of all kinds, except sparkling wines, including orange, lemon, strawberry, raspberry, elder and currant, containing 26 per cent. or less of spirits of strength of proof, imported in wood or bottles	25c.imp.gal. and 30 p c	same
Wines of every degree above 26 up to 40 p. c., 3c. more for each degree of strength and	30 p c	same
Champagne and all other sparkling wines, in bottles containing each not more than 1 quart and more than 1 pint.	$3.30 dozen bottles	same
In bottles containing not more than a pint and more that ½ pint	$1.65 dozen	same
In bottles containing ½ pint each or less	82c. doz.	same
In bottles containing more than 1 quart each shall pay, in addition to $3.30 per dozen bottles, at the rate of $1.65 per gallon on the quantity in excess of 1 quart per bottle, the quarts and pints in each case being old wine measure; in addition to the above specific duty, there shall be an ad valorem duty of	30 p c	same
Wire cloth of brass or copper	20 p c	30 p c
Wire cloth, iron or steel	30 p c	same
Wire, iron or steel, and all kinds, n.e.s.	25 p c	20 p c
Wire ferrules, iron or steel	27½ p c	.....
Brass	30 p c	.....
Wire phosphor, bronze blocks, sheets and wire	10 p c	.....
Wire, covered with cotton, linen, silk or other material	30 p c	25 p c
Wire rigging for ships and vessels	free	same
Wire, barbed wire fencing	¾c. lb.	(see above)
Wire, buckhorn and strip fencing	½c. lb.	25 p c
Wire, brass and copper wire, twisted, when imported by manufacturers of boots and shoes for use in their own factories	free	same
Wire, crucible cast steel	free	same
Wire, of iron or steel, Nos. 13 and 14 gauge, flattened and corrugated, used with the wire grip machine for the manufacture of boots, shoes and leather belting, imported by manufacturers of such articles to be used for these purposes only in their own factories	free	same
Wire rods, brass copper, iron or steel, rolled round, under ⅜ in. in diameter, when imported by wire manufacturers making wire for use in their own factories	free	same
Wire, soft drawn Bessemer spring steel wire of Nos. 10, 12 and 13 gauge, and Homo spring steel wire of Nos. 11 and 12 gauge respectively, when imported by manufacturers of wire mattresses, to be used in their own factories	free	same
Wire, flat strip and flat steel, when imported into Canada by manufacturers of buckthorns, plain strip or other fencing, and safety barb wire fencing, for use in their own factories in the manufacture thereof	free	same
Wire nails	1c. lb.	35 p c
Wire, brass rods cut to special length	30 p c	same
Wire rope, of iron and steel, n.o.p.	25 p c	same
Wire screw hooks and eyes, iron	27½ p c	.....
Wire, platinum sheets; retorts, pans, condensers, tubing and pipe made of platinum, imported by manufacturers of sulphuric acid for use in the manufacture or concentration of sulphuric acid	free	same

	Old.	New.
Wire work, and manufactures of iron wire, n.e.s	27½ p c	20 p c
Wood, cordwood	20 p c	.....
Wire window screens	30 p c	same
Wood furniture, house, cabinet or office, including bedsteads, hair, spring and other mattresses, bolsters and pillows, and picture frames	30 p c	same
Wood caskets and coffins	25 p c	same
Wood for fuel	free	same
Wooden mallets	35 p c	30 p c
Wood pumps	30 p c	25 p c
Wood hubs, spokes, felloes and parts of wheels, rough hewn or sawn only	free	same
Wood, felloes of hickory, rough sawn to shape only, or rough sawn and bent to shape, not planed, smoothed or otherwise manufactured	free	same
Wood, shingles	20 p c	same
Wood, pails, tubs and churns, brooms, washboards, pounders and rolling pins	20 p c	.....
Wood pulp	free	25 p c
Wood, manufactures of, n.e.s	25 p c	same
Wood, lumber and timber, manufactured	20 p c	25 p c
Wood, lumber and timber, planks and boards, amaranth, boxwood, cocoaboral, rosewood, cherry, walnut, chestnut, gumwood, mahogany, pitch pine, redwood, sandalwood, sycamore, Spanish cedar, oak, hickory, whitewood, African teak, black heart, ebony, lignumvitæ, red cedar, and satinwood and white ash, when not otherwise manufactured than rough sawn or split; or creosoted, vulcanized or treated by any other preserving process; and the wood of the persimmon and dogwood trees, hickory billets and hickory lumber sawn to shape for spokes of wheels, but not further manufactured; and hickory spokes, rough, turned but not tenoned, mitred, throated, faced, sized, cut to length, round tenoned or polished	free	same
Wood, sawed boards, planks and deals, planed or dressed on one or both sides, when the edges thereof are pointed or tongued and grooved. Provided that such lumber may be imported free of duty upon proclamation of the Governor-in-Council, which may be issued whenever it appears to his satisfaction that similar lumber from Canada may be imported into the United States free of duty.	25 p c	same
Wood, logs, and round unmanufactured timber	free	same
Wool, and hair of the alpaca goat, camel, unmanufactured, and other like animals, not further prepared than washed, n.e.s	free	same
Wool and woolen, manufactures of, composed wholly or in part of wool, worsted, hair of alpaca goat, or other like animals, viz.: Blankets and flannels of every description, cloths, doeskins, cassimeres, tweeds, coatings, overcoatings, felt cloth, n.e.s.	5c. lb. and 25 p c	35 p c
Wool and woolens—All fabrics composed wholly or in part of wool, worsted, hair of alpaca goat, or other like animal, n.e.s	30 p c	35 p c
Wool clothing, ready-made, and wearing apparel of every description, composed wholly or in part of wool, worsted, the hair of the alpaca goat or other like animal, n.o.p	5c. lb. and 30 p c	35 p c
Wool knitted goods of every description, including knitted underwear, n.e.s	35 p c	same
Wool, viz.: Leicester, Cotswold, Lincolnshire, South Down combing wools, or wools known as lustre wools, and other like combing wools, such as are grown in Canada	3c. lb.	same
Wool hosiery, shirts, etc	35 p c	same
Wool noils	free	same
Woolen shawls and shawls of all kinds	25 p c	30 p c
Woolen socks and stockings	10c. doz. prs. and 35 p c	35 p c
Woolen waste, fit only for the manufacture of paper	free	same
Xyolite, or celluloid, in sheets, lumps or blocks, in the rough, n.e.s	free	same
Yarns, cotton and cotton warps, dyed or undyed, n.e.s	25 p c	same
Yarns, composed wholly or in part of wool, worsted, the hair of the Alpaca goat, or other like animal, costing 5c. lb. and 20c. lb. and under	20 p c	15 p c
Yarns, woolen and worsted, n.e.s	30 p c	same
Yarn, jute, flax or hemp, plain, dyed or colored, when imported by the manufacturers of carpets, rugs and mats, and of jute webbing or jute cloth, and twines for use in their factories	free	same
Yarn, spun from the hair of the Alpaca or Angora goat, when imported by manufacturers of braids, for use exclusively in their factories in the manufacture of such braids only, under such regulations as may be adopted by the Controller of Customs	free	same
Yarns, cotton, No. 40 and finer	free	same
Yarn of wool or worsted, when genapped, dyed and finished, and imported by the manufs. of braids, cords, tassels and fringes, for use in their factories in the manufacture of such articles only	free	same
Yarns, mohair	free	same
Yeast, compressed yeast, not over fifty pounds weight, the weight of the package to be included in the weight for duty	6c. lb.	same
Yeast cakes and baking powders, the weight of the package to be included in the weight of duty	6c. lb.	same
Yeast, compressed, in bulk or mass of not less than fifty pounds	3c. lb.	same
Yellow metal, in bolts, bars and for sheathing	free	same
Zinc, chloride, and sulphate of	free	same
Zinc, in blocks, pigs and sheets	free	same
Zinc, seamless drawn tubing	free	same
Zinc, manufactures of, n.e.s	25 p c	same
Zinc dust	free	same

Considering the Tariff.

No Matter What



THE TARIFF is you are compelled to remain in business. Your capital is locked up and cannot be withdrawn; it is therefore necessary to adjust yourself to the new order of things.

Your most necessary requirement at the present moment is judicious advertising. Every branch of trade delayed placing orders until the tariff was brought down. They must now buy, whether the tariff suits them or not. Do you want these orders? An advertisement in this paper will do it. Write us.

Effects of the Tariff

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 23, 1897.

HARDWARE.

IN general hardware the week has been devoid of any special feature and while it cannot be denied that a fair movement in many lines is noted, there is a feeling of expectancy regarding the tariff that is a serious check to the spring movement. Barbed and plain fence wire have furnished some small orders, while wire nails show considerable activity. Cut nails also have been taken more largely this week. Horse nails and horseshoes are moving in a quiet way, also screws, brass and copper wire, bolts, rivets, and cordage. Spades and shovels have received considerable attention, and harvest tools are also moving out to a considerable extent.

BARBED WIRE—There is a fair movement of small lots of barbed wire. We quote: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f. o. b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

ORDINARY FENCE WIRE—Demand is not for large quantities but there is a fair trade moving. Discounts, 25 per cent. off the list 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—Business much as it was last week. Discounts on coppered spring, tinners' coppered iron, etc., are 25 per cent. f.o.b. Montreal, Toronto, etc.

WIRE NAILS—As noted last week, more activity has characterized wire nails. In this province discounts vary, while in Ontario they are 80 and 10.

CUT NAILS—Orders are chiefly confined to small jobbing lots, but the aggregate volume is fair. The base price in Quebec province is $2.15 f.o.b. Montreal.

HORSE NAILS—Furnish little change, business continuing much as it was at 50 per cent. discount.

HORSESHOES—Business continues quiet. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS—Demand fair. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—There is a fair demand for these lines at discounts ranging from 10 to 12½ per cent.

BOLTS—Demand is only fair. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS—There is a quiet steady call for these. Discounts are: Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—A fair demand has been maintained for cordage. We quote: Sisal, 6½ to 7c. for 7-16 and upwards, and manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

CHURNS AND WRINGERS—Wringers have been in fair request, and demand for churns has also ruled fairly good. Values continue the same.

SPADES AND SHOVELS—The discount is unchanged, and the lower priced numbers on the list are in most active demand.

TOOLS—Harvest tools of most descriptions are well enquired for.

AXES—Remain the same, $5 to $9.

BUILDING PAPER—There is a fair demand for building paper this week, but the volume of business is narrow. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—There is a fair demand for this and discounts are unchanged.

WARE—A steady business is passing.

HINGES—Prices are steady and demand fair at $2.50 to $3.60, as to size, etc.

CUTLERY—Sorting orders for pocket cutlery are the only business to note.

WIRE SCREENS—Business in these has opened out quite actively.

SPORTING GOODS—Continue as last noted.

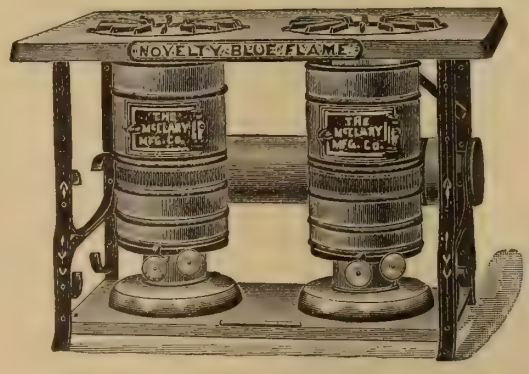
CEMENT—There is nothing doing in cement. Prices are now quoted ex-wharf, for forward delivery: English, $1.95 to $2.05, and Belgian, $1.85 to $1.95. This is at the advance intimated in our editorial columns some time ago. Spot quotations are as quoted last week.

FIREBRICKS—Remain nominal ex store at $17.50 to $22.50.

Blue Flame Oil Cooking Stoves

2 AND 3 BURNERS

POWERFUL HEAT AT SMALL COST



Steel frames and top that cannot break. Burners made of brass, with simple and effective wicking device.

Patent wick regulator, which prevents wick being turned too high or too low.

Large oil tank at back connected to burner with small tube, preventing oil becoming heated.

No perforated plates or braces to retain char or soakage from burner; **preventing odor.**

One burner boils one quart of water in 4 minutes.

ORDER A SAMPLE STOVE

. . One sold will quickly sell others . .

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

1897 IMPROVED 1897

STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.

Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
HAMILTON, ONT.
Eastern Depot, 422 St. Paul St., MONTREAL

Portland Cement
English, Belgian,
German and Canadian

DRAIN PIPES
Best Canadian and
Scotch brands
. . Always in stock

F. Hyde & Co.
31 Wellington street, MONTREAL

BRILLIANT
FRENCH
PLATE GLASS
THE BEST AND PRICES THE LOWEST
AT THE
Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO, MONTREAL, LONDON, OTTAWA

SUMMER
Sporting Goods

FISHING TACKLE, LACROSSES, FOOTBALLS, BASE BAGS, PUNCHING BALLS, TENNIS, BOXING GLOVES, Etc. Our TACKLE stock is the finest in the Province, and we pay special attention to Mail Orders. Send for Catalogue B.

The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

METALS.

The metal market has not exhibited any radical improvement this week. There have been some changes in values, however, mostly in the direction of declines. Canada plate, ternes and coke and charcoal tin, as noted below, have all been cut down to a considerable extent. Solder, on the other hand, has ruled much stronger. Other lines rule unchanged.

PIG IRON—Business in pig iron is motionless, scarcely a single sale being reported. We quote: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—Prices on bar iron are nominally unchanged in a jobbing way at $1.45, but this price would certainly be shaded in the case of a good sized lot.

BAND IRON—Small lots have moved on the basis of $1.75.

HOOP IRON—Prices rule steady on the basis of $2.25, with demand fair.

SHEET STEEL—Unchanged at $2.60 to $2.70.

SHEET IRON—A few small lots have been changing hands on the basis of $2.50, but the movement is narrow.

GALVANIZED IRON—Continues quiet and prices nominally unchanged at a range of $4.50 to $5.50.

TINNED IRON—Without change, business ruling quiet at $5.50 up to 20 gauge.

LEAD PIPE—Demand light, but prices steady at 7 to 7½c., with 30 and 5 off.

PIG LEAD—In fair jobbing request at $3.25 to $3.50.

INGOT TIN—The same remarks apply to this line, which rules steady at 16 to 16½c.

INGOT COPPER—Quiet and steady at 12 to 13c.

IRON PIPE—There a fair demand for small lots. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1¼ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—Continue slow and prices have been shaded this week 5 to 10c. with sellers freely offering at $2.50 to $2.60.

TERNE PLATE—This line also has ruled easier during the week and sellers are now offering at $6 to $6.25 as a range.

TIN PLATE—Cokes, I.C., have declined 25c. to $3, and charcoal, I.C., 15c. to $3.25. We quote: Coke, I.C., $3 to $3.20; charcoal, I.C., Alloway, $3.25; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X,, $4.50.

COIL CHAIN—Has been in fair request.

BOILER PLATE—Without change at $1.90 to $2.

SOLDER—There has been a stronger

BABBIT
Small or Large Quantities
Every Quality
HARRIS
Headquarters for Mixed Metals
W. G. HARRIS
25-31 William St. - Toronto
TELEPHONE 1729

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

Only One Standard

We may differ as to the question of which standard—gold or silver—is the better, but in practice we are obliged to accept gold, because it is the best.

With horse nails it is the same; there are good nails, some better than others, but there can only be one best.

The "C" Brand horse nail is accepted as the standard for best quality—best in pattern—best selling—and therefore the best for you to purchase.

CANADA HORSE NAIL CO.
MONTREAL.

feeling in solder this week and prices have advanced 12 to 13c., the inside being for round lots.

SHEET ZINC—Remains unchanged at $5 to $5.25.

SPELTER—Slow but steady at $4.50 to $4.70.

ANTIMONY—Dull at 10c.

SCRAP IRON—Continues purely nominal.

PAINTS AND OILS.

Reports in this line of business continue to be satisfactory, the various manufacturers being actively engaged shipping out goods to all parts ordered some time ago. The Western Ontario demand also, which has hitherto been light, shows considerable improvement, and the Northwest enquiry is better than for some years. Prices continue without important alteration. Linseed oil shows some signs of firmness in the English market last week, but only a slight advance was registered. The turpentine new crop reaches shipping points very slowly, consequently sellers are shy and buyers are called upon to pay full prices. It is not unlikely that the low prices expected at the arrival of the new crop may be deferred for some time, seeing all that comes forward is called for.

WHITE LEAD — In good demand and values firm in sympathy with strong markets. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—The market is bare and sellers quote to arrive early in May: Casks, 3¾c.; kegs, 4c.; No. 1, ¼c. less.

LIQUID PAINTS — Of all descriptions including oil paints, floor paints, coach paints and enamels are in very good demand, as is usual at this season.

PUTTY—Steady at $1.70 in bulk and $1.85 in bladder.

GUM SHELLAC—Quoted nominally at 26c.

PARIS GREEN — Nothing doing. Prices nominally as last week, viz.: In barrels, 13½c.; drums, 14c., and in pound packets, 15c.

DRY COLORS—Are in very active demand with export orders noted for Canadian iron oxide and graphite.

LINSEED OIL—A slight reduction in price is looked for on the opening of navigation unless the English markets in the meantime show greater firmness. On spot stocks are light and quoted as follows: Raw, 43c.; boiled, 46c.; 5-barrel lots 1c. per gallon less.

TURPENTINE—Firm and in demand at 44c. for single barrels and 43c. for 5-barrel lots.

VARNISHES—Are moderately active at our schedule prices.

SEAL OIL—Unchanged at 48 to 49c.

NAVAL STORES—There is no change as yet. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Continue quiet. We quote as follows: Bleaching powder, $2 to $2.50; bicarb. soda, $2.25 to $2.35; sal. soda, 60 to 70c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.25 to $4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50; glycerine, per lb., 22 to 25c.

PETROLEUM.

Canadian petroleum has declined ½c. to 15c. in car lots and 16c. in small quantities. We quote as follows: Canadian refined, in carload lots, 15c. per gallon; smaller quantities, 16c.; American prime white, in car lots, 18c.; water white, 19½c., and astral, 21½c., less 2 per cent. In small lots prime white is quoted at 19c.; water white, 20½c.; astral, 22½c.

HIDES.

The hide market is weaker. Calf skins have declined 1c. to 9c. for No. 1, and 8c. for No. 2.

ASHES.

Unchanged at last week's decline. We quote: First pots, $3.30 to $3.35, and seconds, $3 to $3.05. Pearls are nominally quoted at $4.50.

TRADE NOTES.

Sellers of solder in this market have asked an advance of 1 to 1½c. this week.

Holders have accepted a decline of 25c. for round lots of terne plate this week.

Canada plates are 5 to 10c. lower than they were last week and easy at the decline.

The Canada Paint Co. note export orders for their Canadian iron oxide and graphite paints.

Prices on coke tin plate were cut down 25c. and charcoal 15c. this week, and now sellers are free at the decline.

There has been a decline of one-half cent per gallon in Canadian petroleum, both in car lots and smaller quantities.

Demand for all kinds of paints, oils, varnishes, etc., from the Northwest is much better this spring than in former years.

Buyers here expect a decline in the price of turpentine on the arrival of new crop, but many consider that it is not altogether as likely as is supposed.

English reports on linseed oil were much firmer at the close of last week, but the advance was hardly sufficient to affect spot prices until after the opening of navigation.

ONTARIO MARKETS.

TORONTO, April 23, 1897.

HARDWARE.

BUSINESS during the past week has maintained the activity which has characterized it since the beginning of the month. Orders are, however, small pending the new tariff, but in spite of this fact the total volume of business has so far this month been better than for the same period a year ago, showing that stocks are low and people must buy therefore in order to keep them assorted. Shipments of heavy hardware exceed those of last week. Now that the budget speech has been brought down a much more active trade in hardware is anticipated. Payments are, on the whole, fair. No changes of importance have taken place in prices, but what may be the outcome of the meetings of the manufacturers to be held next week remains to be seen.

BARB WIRE—Business continues fair. We quote: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—There is still a great deal of ordinary fence wire going out, although the demand, if anything, is scarcely as brisk as a week ago. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—The improvement in coppered spring wire noted last week appears to have been maintained. We quote: Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS—Business has been exceptionally lively during the past week, some large orders having gone forward. Discounts are 80 and 10 per cent. for Ontario.

CUT NAILS—The demand has not been as good as for wire nails. Base price, $2.25 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Are quiet at the discount of 50 per cent.

HORSESHOES—There is nothing of any account being done. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—Trade continues fair. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Trade is fair. Discounts, 10 to 12½ per cent.

BOLTS — Trade is but moderate. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb.,

¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS — Business is moderate. Discount, 17½ per cent.

RIVETS AND BURRS—Business continues fairly good. We quote : Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent. ; bifurcated, with box, $1.25.

ROPE—A good deal more activity, both in sisal and manilla, is to be noted. The demand for plough-line rope noted last week has been well maintained. We quote : Sisal, 7-16 in. and larger, 6⅜c. ; ¼, 5-16, ⅜ in., 6⅞c. Manilla, 7-16 in. and larger, 8c.; ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made ; hemp, 7 to 9c.

CHURNS—Orders are not coming in very freely. Discounts : 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Business is much about the same as a week ago. We quote : "Lightning," $31.50 per dozen ; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—Orders are coming in freely. Where retailers were formerly ordering quarter to half a dozen, they are now, in many instances, taking three to six dozen. Discount, 45 per cent.

HARVEST TOOLS—Trade is improving and prices are firm. Discounts, 60 and 10 per cent.

BUILDING PAPER—The demand is scarcely as good as it was. We quote : Plain building, 30c. per roll ; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Trade is quiet. We quote : Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—Tinware is still going out freely, and there is a good demand for granite ware.

HINGES—The demand for barn door and ordinary heavy T and strap hinges remains good with prices firm. We quote : Screw hook and hinge, 6 to 10 inch, $3.50 to $3.60 per 100 lbs.; 12 inch up, $2.50 to $2.60 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—The demand for cutlery appears to have fallen off a little during the week.

SPORTING GOODS — A fair seasonable demand is being experienced for revolvers and ammunition, but in other lines business is light.

SCREEN DOORS AND WINDOWS—Are not in as strong demand as they were.

POULTRY NETTING—Is still receiving fair attention. Discount, 67½ per cent.

GARDEN HOSE — Orders are coming in freely for the different kinds of garden hose. We quote : Standard brands, 70 to 70 and 5 per cent.; cotton, 65 and 5 to 70 per cent. ; "Competition," 70 and 5 per cent.

CEMENT—Business is fair. We quote in car lots : Canadian Portland, $2.50 ; English do., $2.75 ; Belgian do., $2.50 ; Canadian hydraulic cements, $1.10.

METALS.

The demand is principally for galvanized

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for : Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc ; Starr Mfg. Co.; Halifax, N.S., skates ; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

They Will Always Sell

A reliable name for highest quality will **always** sell an article—carry it in stock as long as you may.

Should the demand for Boeckh's Painters' Brushes not equal your supply—you're still safe. Boeckh's name will sell them for you. Don't worry about that.

Brushes, Brooms, Woodenware.
Montreal Branch : 1 and 3 De Bresoles St.
Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Mixed Paints

There is one brand of mixed Paints in Canada that sells. It is the paint that satisfies the dealer because it satisfies the consumer. It yields the dealer a good profit and it yields the consumer satisfactory returns for his outlay. The consumer is satisfied because his house is beautified and actually "insured" against "washed-out effects" of rain and "blistering effects" of sun. The dealer smiles because it sells easy and his profit is O.K. This paint is called **UNICORN.** You know it ! Do you want cards ?

Manufactured only by
A. RAMSAY & SON
NONTREAL
Established 1842.

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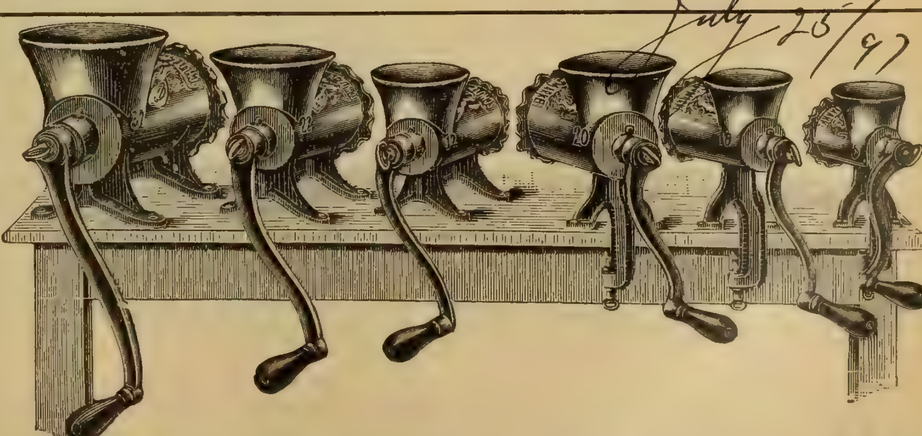

Theile & Quack's MEAT CHOPPERS..
Enamelled white inside and red decorated outside.
The Trade supplied by . . .
LAMPLOUGH & McNAUGHTON, Sole Agents, MONTREAL.

iron and tin plates. Outside these lines the metal trade is, as a rule, quiet.

Pig Iron—The market continues dull and unsettled.

Bar Iron—Orders are still small. Ruling base price, f.o.b. factory, is $1.45, and from stock $1.55 to $1.60.

Hoop and Band Iron—The movement is freer. We quote $2.25.

Sheet Steel — Orders have not been very large during the past week, although they have been fairly numerous. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

Black Iron — Business is rather quieter than a week ago. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

Galvanized Iron—Trade has been good both in English and American iron, both in import and from stock. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

Tinned Iron—The scarcity previously noted in the larger sizes has been partly overcome owing to fresh arrivals, principally in 24 gauge. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

Lead Pipe and Traps—Business is moderate only. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

Soil Pipe—Quiet. Discounts, 60 and 5 per cent.

Pig Lead—Trade is on the quiet side. We quote: 3⅜c. in ton lots and 3½c. in small lots.

Ingot Tin—The movement is still free, both in Lamb and Flag and Straits. We quote: 16¼ to 16½c.

Ingot Copper—Quiet, at 12⅝c. in large lots, and 12⅞c. in small lots.

Sheathing Copper—There is virtually nothing doing. We quote: Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

Iron Pipe—Trade is not very brisk, while stocks are exceptionally low. We quote: ¼-inch, 60 and 10 to 65 per cent.; ⅜ to ½-inch, 67½ per cent.; ¾ to 1-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½-inch, 50 per cent.; ¾ to 2-inch, 50 and 5 to 50 and 10 per cent.

Boiler Tubes—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

Range Boilers—Not much doing. We quote as follows: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates—There is very little doing in the way of prompt shipment. Import orders are being booked, although not as freely as a year ago at this time. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

Tin Plates—Trade has been fairly good during the past week both in cokes and charcoals. We quote: Cokes, $3.15 for 14 x 20; do. squares, $3.25 to $3.50; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

Coil Chain—Business is just moderate. We quote: ¼ in., 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

Sheet Zinc — The demand is good for this time of year. Stocks are low. We quote: Cask lots, 5¼c.; small lots, 5½c.

Terne Plates—An improvement is to be noted both in I C and I X. Stocks are light in the latter. We quote: I C, $6; I X, $8.

Zinc Spelter—The demand is light. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

Solder—Trade is fair. We quote: Standard, 10½c.; strictly pure, 11c.

Antimony — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

GLASS.

Trade in window glass is improving, but it is still quiet, and, compared with last year, less in volume. A fair demand for plate glass is being experienced at the discount of 40 per cent. We quote window glass: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

OLD MATERIAL

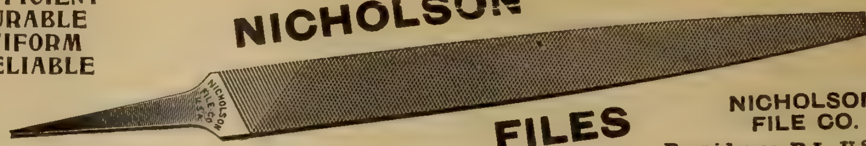
There is still only a light business being done. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

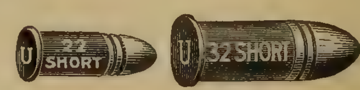
PAINTS AND OILS.

The past week's business shows many satisfactory features: improvement in collections, a brisker demand for goods generally, and a wholesome disposition on the part of all the jobbers to stop the reckless cutting and maintain prices. White lead is being shipped in good sized lots. The lake boats are carrying freight, and this assists the movement. Until the spring fleet arrives from the sea dry white lead will be a scarce commodity, and this will assist in strengthening the already firm feeling in this article. Red lead is in active demand, and not readily obtainable in large lots. There is a pretty fair business doing in vermilion, golden ochres and lamp black. Ready mixed paints continue to have first call, and the outlook is extremely satisfactory in liquid colors. There have been some fair shipments of shellac varnishes made on account of anticipated tariff changes. Considering the time of the year, the call for Paris green is disappointing. For general goods it is reported that some large orders have been placed for shipment to Manitoba, where business has assumed a very healthy tone. Red lead is now quoted: Casks, $4, 100 lb. kegs; $4.25 for genuine. The number one grade is 25c. per 100 lbs. less. Graphite roofing paints are in fair demand. The demand for linseed oil and turpentine is fair, although during the past week it was not as brisk as before. The tendency of the price of turpentine is downward. The linseed oil market is steady. Payments are fairly good.

White Lead—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No 2, $4.40; No. 3, $4.02½; No. 4, $3.65; dry white lead in casks, $4.50.

Red Lead—We quote; Genuine, in casks

EFFICIENT
DURABLE
UNIFORM
RELIABLE
NICHOLSON

FILES
NICHOLSON FILE CO.
Providence, R.I., U.S.A.

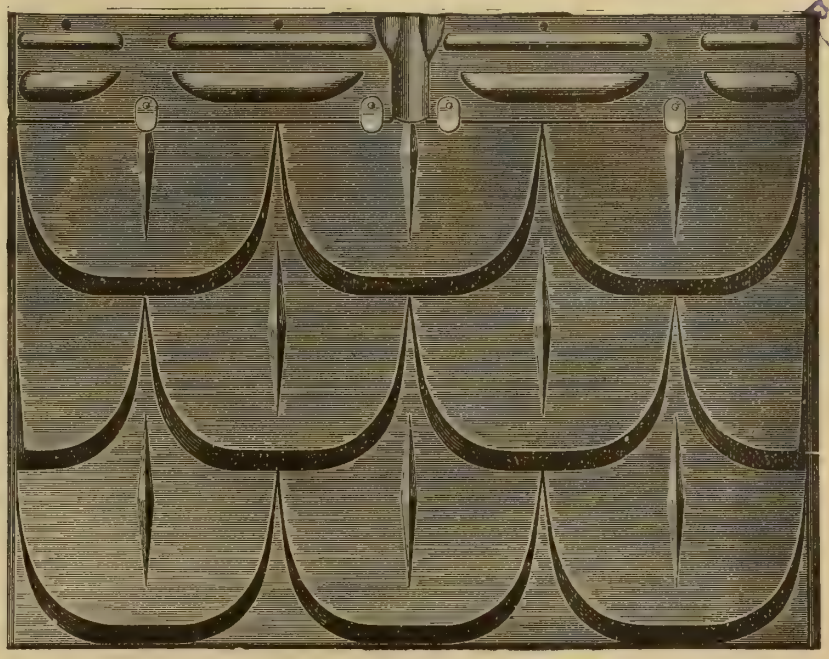
MARLIN REPEATERS


Of the Model 1892 are made in 2 calibres, 22 and 32.
The **22 calibre** takes in **one rifle, without any change in adjustment,** the 22 short, 22 long and 22 long rifle cartridges.
The only repeating rifle which will take the 22 long rifle cartridge; far ahead of all other 22 calibre cartridges.
The **32 calibre** takes in one rifle (by merely changing the firing pin) the 32 short and long, rim and center fire cartridges.
The only repeating rifle for cheap ammunition, larger than the 22 calibre
If you wish a rifle for short range work and moderate shooting you should have this 32. You can save the price of rifle in 2,000 shots.
It is the Ammunition that costs.
These rifles are constructed with removable side plate so that you can take the rifle apart to clean without using a single tool. Send for Catalogue to
The MARLIN FIRE ARMS CO., New Haven, Conn.
For Sale by all Jobbers.

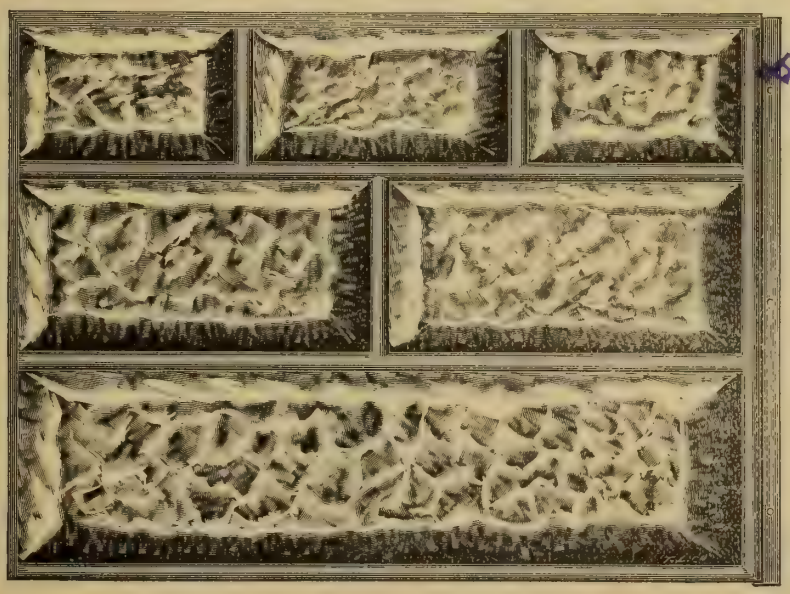
EASY.. TO SELL TO APPLY

Pedlar's Patent Steel Shingles

Low enough in price to compete with wooden shingles.



Do you know of anyone building a barn or house this season?
If so, why not sell them a PEDLAR METAL ROOF?



GOOD Agents are a necessity in our business. We offer **Good** inducements to **Good** men.

Rock-Faced Stone Siding

When properly painted and sanded these sidings are not distinguishable from stone.

Manufactured only by

THE PEDLAR METAL ROOFING CO.

Head Office and Works: OSHAWA, ONT.

of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; Boiled, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE — We quote as follows: 1 to 4 barrels, 45c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 9c. per lb. and 9½c. for single tins.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

PETROLEUM.

There is no change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

MARKET NOTES.

Turpentine has dropped 1c. per gallon.

F. W. Shultz, of Abingdon, Ill., manager of the Animal Trap Co., was in Toronto this week looking up business.

H. S. Howland, Sons & Co. are just in receipt of a shipment of "Perfection" horse-clippers, which have been scarce for some time.

H. S. Howland, Sons & Co. are in receipt of many letters from their customers all over the country thanking them for the handsome catalogue of spring goods, which they issued a week or two ago.

Mr. P. J. McNally, who severed his connection with Sanderson Pearcy & Co. a couple of weeks ago, leaves in a few days for New York and the eastern states to complete a new company for the manufacture of paints and kindred lines.

M. & L. Samuel, Benjamin & Co. report their sales in bicycles to be most gratifying. They wish to assure their agents that they are at all times in a position to meet all demands made upon them, as manufacturers are making prompt shipments.

At a meeting of the creditors of Allan Lamont, Mount Forest, held on Monday afternoon at the office of James Parkes in the McKinnon Building, Toronto, the following inspectors were appointed with instructions to wind up the estate as speedily as possible: George Nicholson (assignee), F. D. Benjamin and W. H. Evans. It is said the insolvent has made an offer of 20c. on the dollar, which is not at all likely to be accepted.

The B. Greening Wire Co., Ltd., of Hamilton, is putting on the market an extra heavy fly cloth, suitable for store and hotel doors, or in places where there is an extra heavy traffic. This will be painted black, and made only 24, 30, and 36 inches wide, put up in the usual standard 50-feet rolls.

M. & L. Samuel, Benjamin & Co. are meeting with good success with their sales of "Falcon" brand of galvanized iron. They carry full lines in this as well as the "Gordon Crown" brand. "The 'Falcon' brand," said a member of the firm, "has been tested in every conceivable way and has given excellent satisfaction.

A. H. Symonds, manufacturers' agent, has recently been appointed Canadian representative of the Warwood Tool Co., Wheeling, W. Va., manufacturers of railroad, ore, and contractors' picks, crowbars, mattocks, grub hoes and various other tools. He is prepared to quote special low prices and would be pleased to receive enquiries. The Warwood Tool Co. make a specialty of miners' tools of every description.

WINDOW GLASS HIGHER IN GERMANY.

The several window glass jobbers of Germany have, according to Kuhlow, found themselves forced to raise the price of their product 70 per cent.—despite the reluctance that they have entertained at such a proceeding. The reason given was the gradual rise of the price of ware, owing to the combination of the window glass manufacturers. These in turn have sought to justify their course, by claiming the necessity was due to a continual rise in wages. In regard to the latter statement, however, statistics show that wages, instead of having been increased, have been very materially reduced in the past two years.

The syndicate of Saxon plate glass manufacturers has declared an increase of 3 per cent. in the price of their product. This action, it is maintained, was deemed necessary by a similar rise in fuel and raw materials. But the demand for plate and window glass is at present very brisk, and the indications for the year assume a more certain tendency toward better prices and heavy demand. The building trades, especially, enjoy quite a busy season.

A LUCKY INVENTOR.

The commercial world is still ready to take hold of and recompense the work of those who can think out something useful. Mr. Thomas A. Evans, of New York, brother to Mr. William H. Evans, of the Canada Paint Co., has invented an attachment to a vehicle which he has patented in Canada, the United States, Great Britain, France and Germany. Mr. Evans has already refused five thousand dollars for his idea.

SHERBROOKE NOTES.

There will be a building boom in Windsor Mills this year.

J. R. Cunningham intends returning to Sawyerville to open a general store.

E. B. Dolloff's block in Magog is nearly finished, and will add greatly to the town's appearance.

Lumbermen in this district hope the Government will have backbone enough to put an export duty on logs and pulp wood. They also favor an alien labor law.

Boy—"Do you want a boy here?"

Man—"Yes."

Boy—"What kind?"

Man—"A nice boy that doesn't swear or say naughty words or smoke cigarettes or play tricks or get into mischief or—"

Boy—"That's enough, mister. I guess it's a girl you want. Good-bye."

Edward S. M. Collett, acting surveyor of Customs, London, Ont., is dead. Deceased was born on July 19, 1826, and came to Canada from Kilworth, county Cork, Ireland.

Bicycle Riders

Should make it a point to examine the line of

Wolff-American Cycles
High Art

And study their many special features.

SINGLE MODELS, '97 - $100.

SINGLE MODELS, '96 - $80.

(While they last).

THE **YALE .. Bicycles**

Are right, and sell at sight.
TWO GRADES....

LIST, $75 and $60.

Also Juveniles.

Ride--- McCUNE ---Cycles

RELIABLE AND GOOD.

LIST, $65.

Representatives: DORKEN BROS. & CO., - Montreal

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

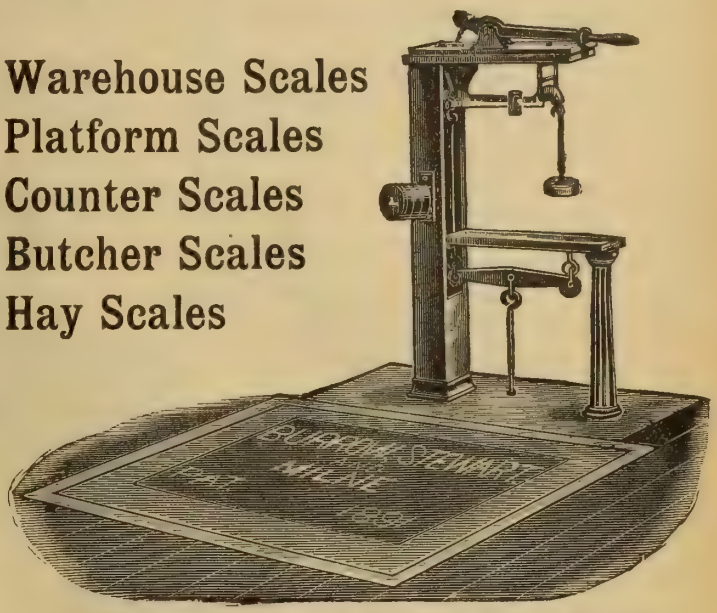
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales



We carry large stocks in Winnipeg and Montreal, and ship from these points.

Scales for all purposes, of every capacity, from 1 drachm to 100 tons.

Agents for Manitoba, Western Territories and British Columbia.

Merrick, Anderson & Co.,
WINNIPEG.

BURROW, STEWART & MILNE

MANUFACTURERS

Hamilton, Ontario.

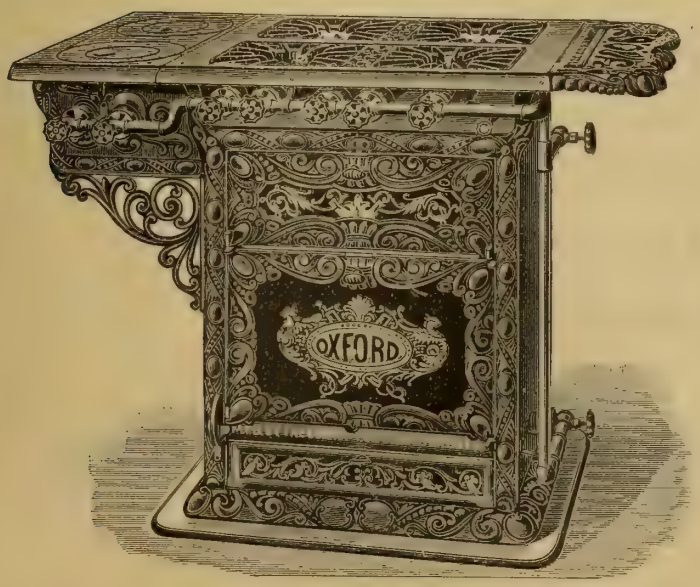
Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.

W. L. Haldimand & Son,
MONTREAL

Oxford Gas Stoves — *400 and 500 Series*

NEW AND ORIGINAL DESIGN FOR SEASON OF 1897

ARE BUSINESS BRINGERS.



FEATURES

Drop Spring Balanced Oven Door.
Flush Top Surface.
Removable Griddles Over Each Burner.
Needle Point Valves. Adjustable Air Mixer.
Powerful Cast Iron Burners and Tubes in One Piece.
Improved Pilot Lighter.
Bodies Japanned and Baked Inside and Outside.
Powerful Water Heater.
Drilled or Sawed Burners, as Desired.
Simmering Burner with Each Range.

We manufacture this range with Single Oven, Single Oven and Water Heater, Double Oven (one Roasting and Baking Oven and one Broiling and Toasting Oven), and Double Oven and Water Heater. We are the originators of this style Range with the **BROILER OVEN ON TOP**, the convenience of which will be at once appreciated, as stooping is obviated when watching the process of cooking.

Roasting and Baking Oven, 18 x 18 x 12 in.
Broiling and Toasting Oven, 18 x 18 x 6 in.

A First-Class Range--Reasonable in Price

SEND FOR CATALOGUE AND PRICE LIST.

The GURNEY FOUNDRY CO. Ltd., Toronto.

THE GURNEY-MASSEY CO. LTD., MONTREAL.

WE ARE CANADIAN AGENTS FOR QUICK-MEAL GASOLINE AND BLUE-FLAME OIL STOVES.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. S. McNeil, general merchant, Barton, N.S., has assigned.

E. Desilets, general merchant, Grand Piles, Que., has assigned.

C. H. Shaffner, general merchant, South Farmington, N.S., is offering to compromise at 40c. on the dollar.

SALES MADE AND PENDING.

Robt. S. Ivey, blacksmith, Campbellford, has sold out to A. Graham.

W. M. Lawrence, hardware, Winnipeg, is advertising business for sale.

Warwicker and Son, harness makers, Ottawa, are advertising business for sale.

Joseph Tupling, blacksmith, Honeywood, has been succeeded by his son, R. W. Tupling.

The stock of J. R. Andrews, general merchant, Marbleton, has been sold at 63¾c. on the dollar.

The business of Howden, Starke & Co., wholesale hardware, Montreal, will be continued by William and Robert Starke under old style.

PARTNERSHIPS FORMED AND DISSOLVED.

C. Haddock & Co., furniture, Ashcroft, B.C., have dissolved.

Adelard Charest and Matte Segalla have formed a partnership in Montreal to carry on business as dealers in stoves.

Hunter & McKinnon, general merchants, Silverton and Three Forks, B. C., have dissolved. W. Hunter & Co. continue.

Robt. D. McPhail and Thos. D. L. Lloyd have registered a partnership to carry on business in Montreal as dealers in bicycles, under the style of McPhail & Lloyd.

CHANGES.

Gaspard Bernier is opening a general store in Beauport on May 1.

W. Cosman & Son, tinsmiths, Fredericton, N.B., are out of business.

W. G. Norton, general store, Salmo, has been succeeded by Brown & Norton.

Campbell Bros., furniture, Rossland, have been succeeded by R. C. Waterson.

A. T. C. Cassivi has opened a blacksmith's shop at St. George de Malbaie.

Gilbert & Craig, general merchants, Fleming, N.W.T., have sold out to Dimmick Bros.

The estate of Joseph Esther, tinsmith, Weymouth Bridge, N.S., has been re-conveyed to him.

Desmarais Bros. general merchants, Richmond, Que.; Miss A. Desmarais registered proprietress.

A. Ballantine & Sons, general merchants, Arthur and Toronto, have sold out Toronto business to J. J. Virtue.

J. A. Rheaume & Co., general merchants, Ascot Corner, Que.; wife of Joseph A. Rheaume registered proprietress.

Chas. E. Dubord has been registered proprietor of the firm of Hardy & Dubord, match manufacturers, Beauport, Que.

FIRES.

R. T. Stewart, tinware and stoves, and C. O'Reilly, agricultural implements and wagons, Norwood, have been burned out.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

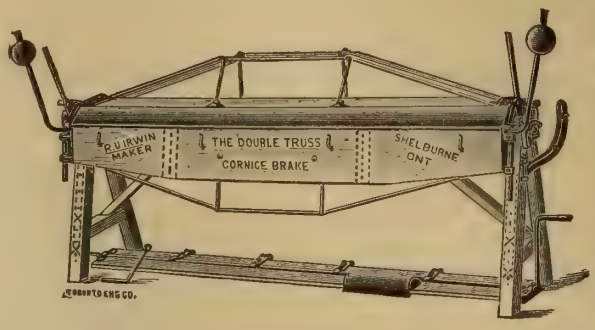
Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

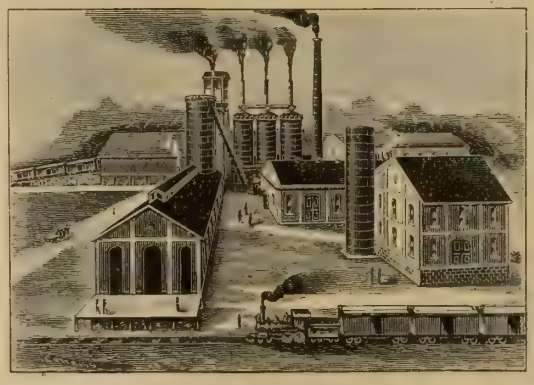
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Don't Forget Us

WHEN ORDERING

Alabastine
Jellstone
Land Plaster
Calcined Plaster
Potato Bug Finish
Paris Green

The Alabastine Company, Limited

Paris, Ont.

Binder Twine

Warranted
PURE
MANILLA
650 ft. to the lb.

BLUE RIBBON **RED CAP**
BLUE CROWN **RED CROWN**
STANDARD **WHITE SISAL**

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

HOW TO SEND OUT OILS AND COLORS.

By William Silcocks in The Hardwareman.

MOST ironmongers do a considerable amount of trade in oils and colors, and frequently some country customers send their orders and do not send cans or drums, and, of course, the ironmonger has to find something in which to send the oil home. This is not always an easy matter, and it often happens that a great many cans are in the hands of customers who are not particular about returning them when done with. The consequence is the trader has to manage as best he can, often at great inconvenience, perhaps putting a new can into use when an old one would do if he had it.

In order to improve this state of things, the following suggestions are offered :

First—Let all the cans be brought in, or, at any rate, those which are empty and can be spared ; others can be seen to when they are returned. Carefully clean them with strong soda water, and test each can, repairing if leaking. It is possible to get oil cans clean enough with boiling soda water, so that turps or petroleum will not be stained by being put into a can which previously had held machine oil. When the cans are clean they should be painted and have the ironmonger's name and address stencilled on them, and each can should be numbered.

Next, prepare a quantity of metal tallies, brass for preference, about the thickness of a penny. The shape is of no consequence. Stamp on each the name of some kind of oil usually kept in stock. The reverse side might bear the ironmonger's name. These should be fastened to the handles of the cans with wire, which is, of course, more durable than string.

A suitable book should now be prepared, and when any oils and colors are sent out, the details should be entered in this book as well as in the day book in the ordinary way. This would be a handy way of finding out what cans were lent out, and who had them, and the process of recalling them would be easy.

Having made all these preparations, the next thing is to put them into practice. Say an order comes for two gallons of turps and four gallons of linseed. All cans are equally clean, so no trouble is experienced in selecting suitable ones for the order. When the oil is put in, take a tally of the proper name and fasten it to the handle of each can securely, entering the details briefly in the book. When the cans are returned, fill in the date of return, and let the tallies remain on the handles, so that when a certain kind of oil is required at some other time there will be no mistake made about using an unsuitable can, as the tally will indicate what has been in before. It is well to remember

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director.

W. C. MACDONALD, Actuary.

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

Now is the time to send in your Spring Orders for

ALABASTINE

A full line of ***Brandram's Genuine Imported Lead*** in stock.

WILLIAM HILL

327 St. James Street, - - - **MONTREAL**

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

R. DILLON,

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

SPRING.

Spring is here—snow gone—roads getting into condition. How are you on the bicycle question?

Let us start you right with a Stearns catalogue, or, better still, come in and try a Yellow Fellow on our track or in our hall.

Never mind how old or young, stout or lean, we can fit you out.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS., TORONTO. 60

Agents Wanted in unrepresented distrcts

that thick oil should not be put into cans that are being used for thin oil, and linseed oil should not be put into a machine-oil can and vice versa.

Now, a word or two about colors, with which are included white lead, patent driers, putty, etc. These are usually sent out in kegs as received from the makers, but it often happens that only a small quantity, say 3 lbs. or 4 lbs., is required, and as it cannot conveniently be put into a paper parcel, something must be found to hold it. Old meat tins will be found useful, but they should be scalded before using, otherwise the grease which may be about them would spoil the colors. It may be found best in some cases to use paint kettles, which should be charged and credited when returned, as with drums or kegs. The paint kettles should be numbered, as are the oil-cans, and when entering them in the book the number should be prefixed with the letter K. When they are returned they should be scraped out before putting away, so that when required there would be no time wasted in executing an order.

The following shows how this book is kept:

Date	Name	Address	No.	Description	when returned
1896. May 18	J. B.--	Blank St., Bremington,	14 25	2 galls. turps 4 " linseed	July 6 1896
May 19	A. H.-	King St., Northwood.	K3	5-lb. pt. driers	

If goods are sent out in an improper manner so that they get spoilt, it may drive customers away, and in these days of competition it is necessary to be at some trouble to keep customers rather than let them slip through careless treatment.

IRON EXPORTS OF DIFFERENT COUNTRIES.

In view of the interest in the comparative growth of the exports of different countries in iron and steel the following table has been compiled from the official returns of each country showing the amount of iron and steel exported during 1896, as compared with the previous year:

	Tons	
Country—	1895.	1896.
United Kingdom	2,835,000	3,552,000
Germany	1,523,105	1,511,296
Belgium	488,744	580,978
France	265,6,2	357,748
United States	89,000	205 367

It will be noted that the exports of Great Britain alone show a greater increase than those of all the other countries put together. "The figures given for the United States are, however, striking, as they show an increase of upwards of 125 per cent. in 1896," remarks The N. Y. Journal of Commerce.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

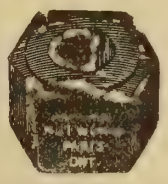
. . MICA . .

Electrical and Stove Purposes.

Send for samples and quotations.

W. F. SMYTH & CO.

Box 2165 **Montreal.**



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

Abbott & Co.

ROLLING MILLS

Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

TRADE MARK J REGISTERED

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

REGISTERED TRADE MARK.

CURRENT MARKET QUOTATIONS.

TORONTO, April 23, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 60	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.

Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.

Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03¼	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 35
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	....
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 10
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal	0 44	0 45
Boiled, per gal	0 47	0 48

Freight allowed, 5 bbl. lots 1c. less. Price 2c less Toronto, Hamilton, London.

Turpentine.

1 to 4 barrels	...	0 46

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	....	0 09
Smal lots	....	0 09½

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges.................... 0 90
5 and 6 gauges.................... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges.................... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb........................ 0 10 0 12½
Anvil and Vice combined, each........................ .... 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 65 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ......} 7 25 8 00
" Sewing, per gross..}

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes................ 5 25 5 50
Chopping Axes—
Black Prince.............. 7 25 7 50
Forest Clipper............ 7 25 7 50
Lance 8 50 9 00
Mann's............ .... 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made.............. 7 50 7 75
Climax.................... 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

Zinc, discount................ 3 90 4 0
Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.
Brass, 65 to 66⅔ per cent.
Nickel, 60 to 62½ per cent.
Door.
Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.

Hand, per doz................ 3 35 4 75
Moulders', per doz............ 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 0 per cent.
Excelsior, 10 per cent.
Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell, per doz...... 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 7¾ 0 12

Bolts.

Carriage, dis., 60 and 10 p. c. off new list
Tire, dis., 70 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 60 p.c. off new list.
Coach Screws, dis. 70 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
illar's Falls 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.
Cast Iron.
Loose Pin, dis. 70 per cent.
Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross.......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz........ .... 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 9 50

Cement.

Canadian, Portland................ 2 50
English " 2 75
Belgium " 2 50
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.
Steel, net.......................... 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz.............. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz.......... 16 00 51 50
P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.
Per doz 75 1 70

FAWCETS.

Cork Lined, per doz.......... 0 30 0
Wine, per doz................ 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.
Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.
Tack.
Magnetic, per doz............ 1 10 1 20
Sledge.
Canadian, per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50
Chisel.
Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00
Fork.
C. & B., dis. 50 per cent. rev. list.
Hoe.
C. & B., dis. 50 per cent. rev. list.
Saw.
American, per doz............ 1 00 1 25
Plane.
American, per gross.......... 3 15 3 75
Hammer and Hatchet.
Canadian, 35 per cent.
Cross-Cut Saw.
Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per 100 lbs..... 3 50 3 60
12 in. up, per 100 lbs..... 2 50 2 60
Per doz. set.
Screw. Eureka................ 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair
Spring........................ 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz.............. 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1
Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.
Wire.
Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000................ 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 35
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb................ 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross............ 1 60

KNOBS.

Door, japanned and N.P., pe doz. 0 85 3 00
Bronze, Berlin, per doz...... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross.......... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	1 75	7 50

Cabinet,

Eagle, dis. 27½ to 30 p.c.

Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron)—

Basis—50 to 60 dy	2 25
20 to 40 dy	2 30
10 to 16 dy	2 35
8 to 9 dy	2 40
6 to 7 dy	2 45
4 to 5 dy	2 70
3 dy	2 95
3 dy (fine)	3 25

Canadian pattern discarded. Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wir Nails, 80 and 10 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 67½ per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16½
Carbon safety "	0 18	0 00
Canada w. w. "	0 18	0 00
American w. w. "	0 00	0 21
Pratt's Astral	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6	175 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz	2 00	5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz.	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per lb	1 75	01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla	
7-16 in. and larger, per lb.	6⅜	00	8
¼, 5-16, ⅜ in	6⅞	00	8¼
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 60	1 00
" N.P., per set	....	90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50
Solid, "	1 25	....

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
oot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	8 75	9 00

SCREW DRIVERS.

Sargent's per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	2 85	10

Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.

B.B.B. iron carpet, blued	60
" " tinned, 70 p. c.	
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.	
" " (in dozens, 1 to 6 oz)	45
" " (in dozens, 8 to 24 oz)	30
" " ¼ weights	40
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned	52½
Swedes, upholsterers', genuine	50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.	
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.	
Swedes, carpet, gimp, lace	35
brush, blued and tinned	40
Zinc tacks	35
Copper tacks and nails	60
Leather carpet tacks	30
Trunk nails, black and tinned	65
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers	10
" " in bulk	15
" " solid heads, in bulk	42½
Saddle nails in papers	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks. discount 90 and 25 p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2

TINNERS' TOOLS

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net	$3 85
Heel calks. " " "	4 10

Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz	2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per b	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13

WASHER CUTTERS.

Per doz	4 00

Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils	2 75	3 00

WIRE FENCING.

	Car-loads.	Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all delv'd	2 70	2 75
Plain twist	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

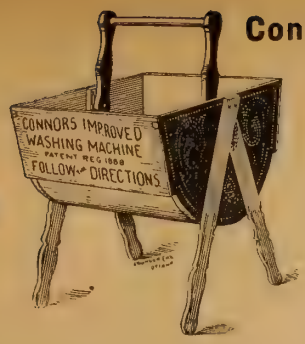
Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 35	...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz		



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IMPROVED WASHING MACHINE

Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

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THE BRADSTREET COMPANY,

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Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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Improved Steam Condensing Exhaust Pipe Heads . . .

For attaching to Outlet of Pipe above roof. . . .

OFFICE AND WORKS:

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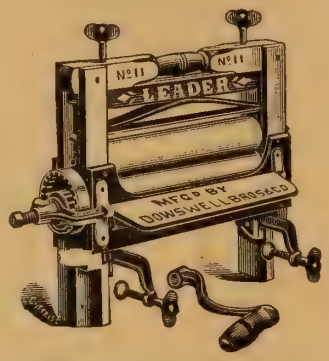

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Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

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Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

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Managing Director and Treasurer

Brushes

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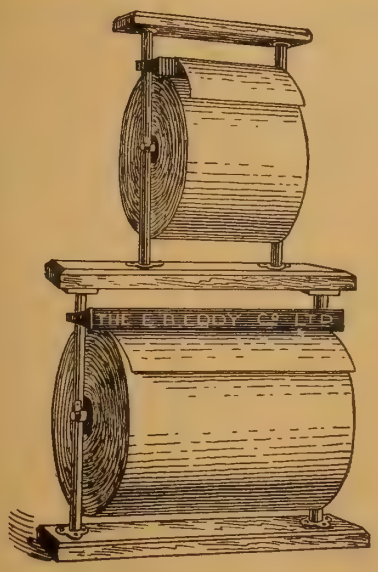
and Meakins & Sons, Hamilton.



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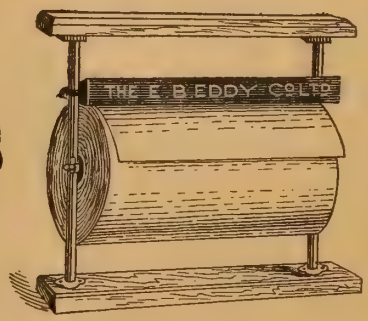
Roll Paper Cutters

GOOD SENSE demands that they be the



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Their handsome appearance and simplicity of design make them the most desirable Cutter on the market.

The E. B. EDDY CO. Ltd.

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38 Front St. West - TORONTO 318 St. James St. - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B. C.; John Cowan, St. John's, Nfld.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
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Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Your Stock is not complete

Without ROBERTSON'S
COLD WATER PERFECTION WALL FINISH.

This preparation is **MORE SANITARY** than Wall Paper as it leaves no crevices or holes to cradle the germs of disease.

It is **MORE DURABLE** and **less expensive.** On account of being mixed in cold water, it will remain in solution several hours, giving the painter ample time to execute relief work, combing, stippling, etc., finally setting hard and firm, making a **beautiful permanent WALL COATING.**

It has been tried and tested on numerous large public buildings, and has been pronounced to be SECOND TO NONE in the market.

Put up in handsomely labeled 2½-lb. and 5-lb. packages, ready for use by simply mixing in cold water.

Send in your order—you will not regret it. Sample cards for the asking.

The JAMES ROBERTSON CO. Ltd., 263-285 King Street West, Toronto

Telephones 819, 1511 and 1292.

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Canadian Hardware and Metal Merchant

VOL. IX. NO. 18. MAY 1, 1897.

THE MACLEAN PUBLISHING CO'Y LTD. MONTREAL & TORONTO

Manufacturers of

Paints

DRY COLORS
and VARNISHES
and Dealers in
WINDOW GLASS

REGISTERED
TRADE MARK

ISLAND CITY

15/4/97

15/4/97.

Island City Floor Paint

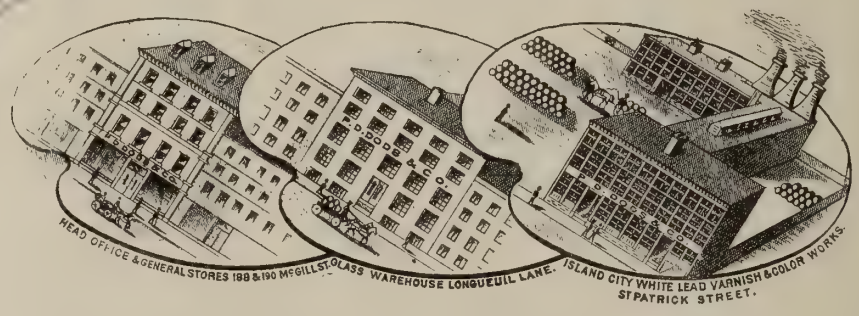
Put up in 1 and 2-lb. tins; ¼, ½ and 1 gallon tins.

Island City House Paints

Ready for the brush. Send for sample card showing 42 colors.

NATIONAL AND MOUNTAIN CITY READY MIXED PAINTS.
ISLAND CITY ENAMEL PAINTS, GLOSS CARRIAGE PAINTS, BARN PAINTS.

15/4/97.



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Island City Liquid Oxide Roofing Paints, Fine Coach Varnishes,
Island City Coach Filler.

P. D. DODS & CO.

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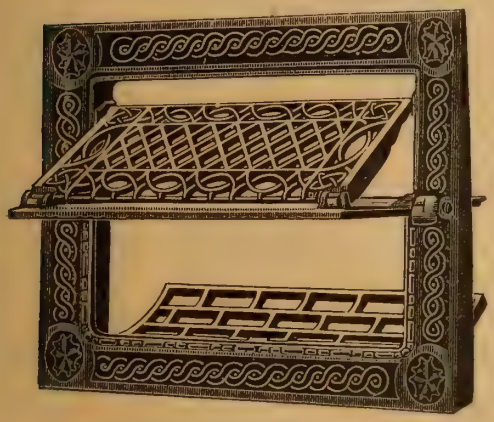
☞ Superior Quality.
Langwell's Babbit, Montreal

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IX MONTREAL AND TORONTO, MAY 1, 1897 No. 18

THE FOSTER WARM AIR REGISTER



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(PATENTED)

An ornamental low down side wall Register, discharging the heated air near the floor line in a horizontal direction.

Send for Price List and Descriptive Catalogue.

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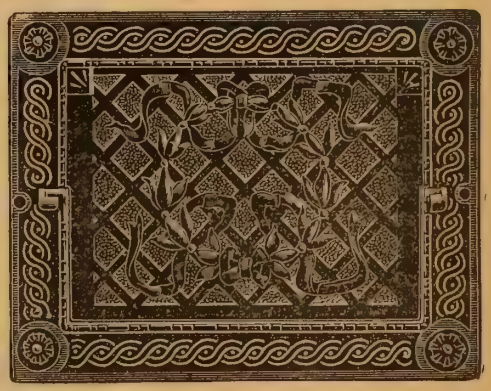
The GURNEY FOUNDRY CO. Ltd.
TORONTO.



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Largest Manufacturers under the British Flag

HOLDING A HIGH POSITION

"Safford"

QUEEN OF

Radiators

Have been awarded the highest honors against the world's makers. No Bolts. No Rods. All iron and will last for ever.

MANUFACTURERS AND INVENTORS

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YACHT BLOCKS
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CORK FENDERS
MARINE GLUE
BOAT HOOKS

CHOCKS
THIMBLES
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ANCHORS

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(LIMITED)

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Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

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LIMITED

HAMILTON, Ont.

A Stove, Not a Lamp.

VICTOR OIL STOVES

One, Two and Three Burners

NO SMOKE
NO SMELL

But Lots of Heat

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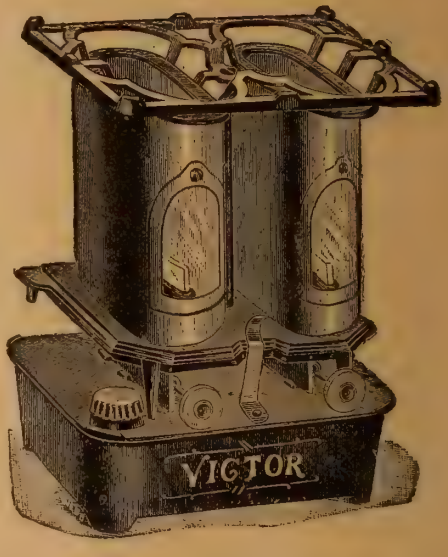

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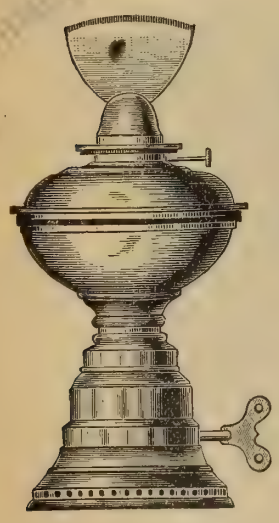

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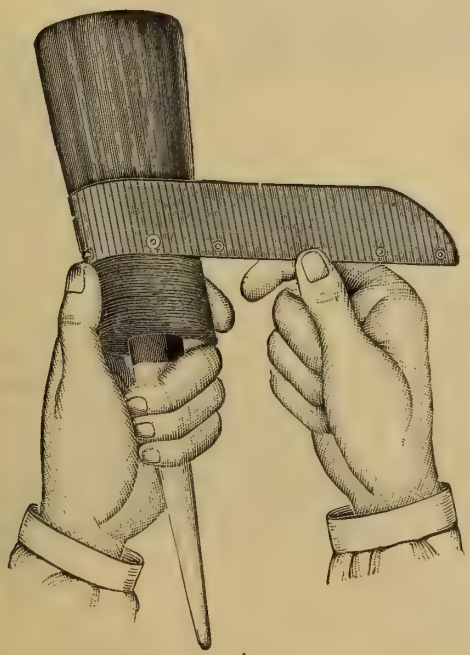

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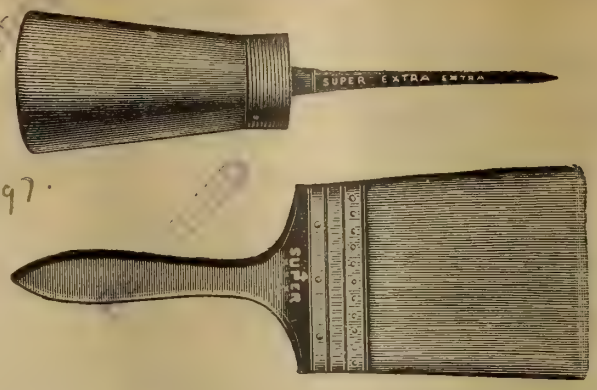

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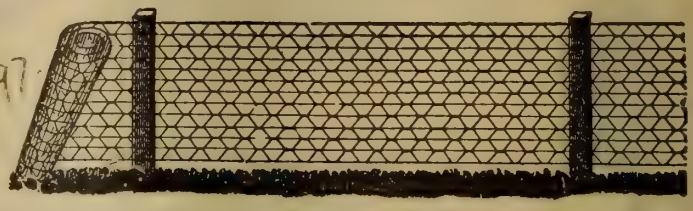

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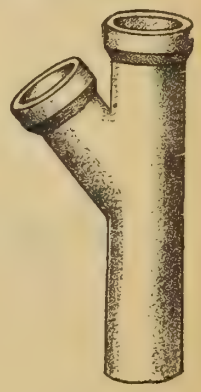

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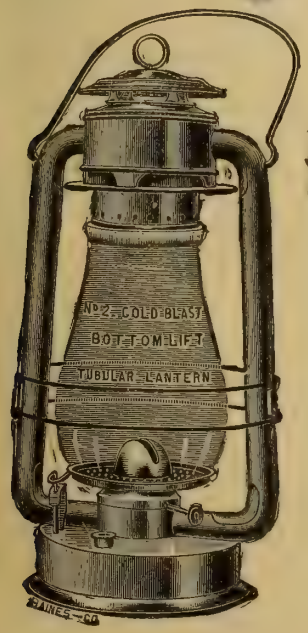

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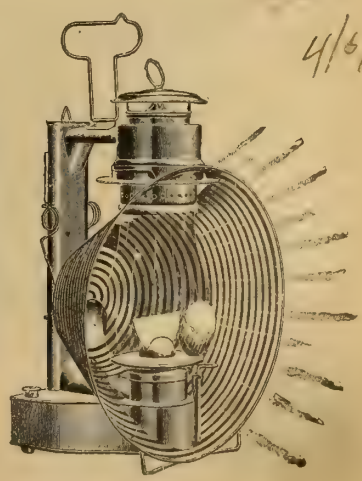

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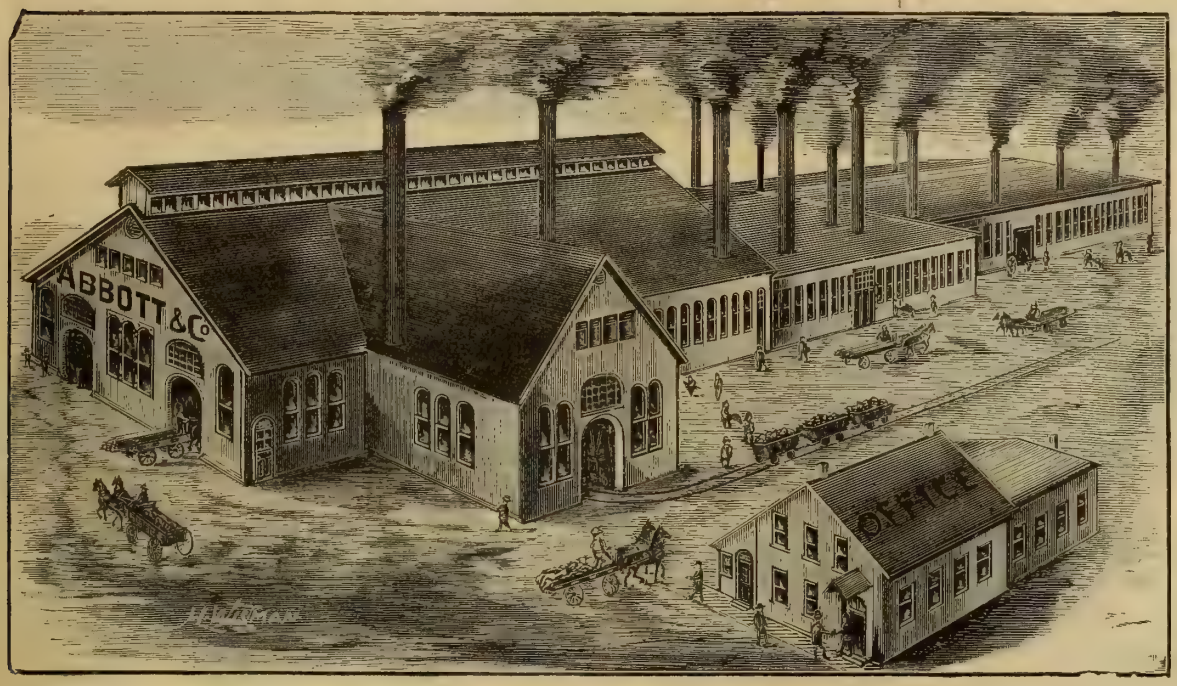

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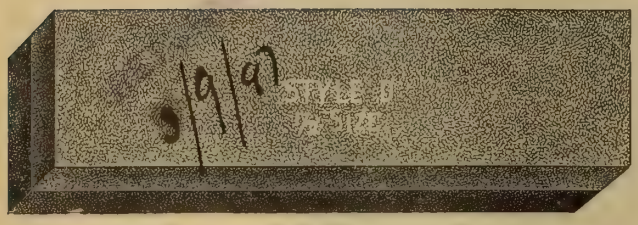

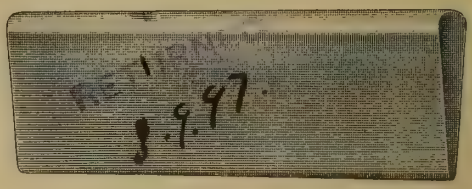

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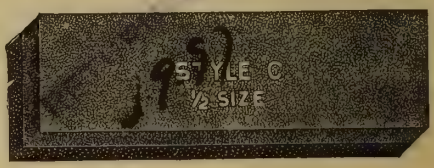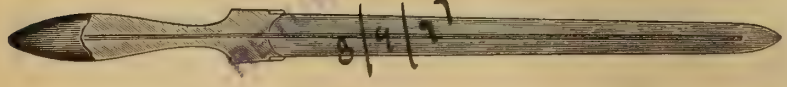

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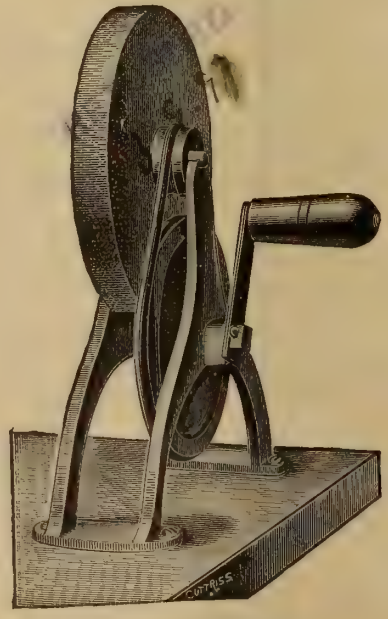

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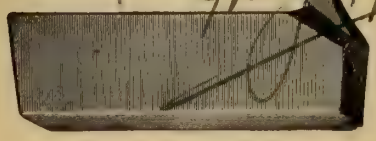

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HARDWARE AND METAL

VOL. IX. MONTREAL AND TORONTO, MAY 1, 1897. No. 18.

PASSING THOUGHTS.

BY LEW.

WHEN a man takes Time by the forelock he is not likely to be kept behind the times.

Dry rot is as fatal to merchants as it is to trees

Twins are all right—when they are not twin evils.

A hard wear man is not necessarily a hardwareman.

A man needs to be politic in business as well as in politics.

It is a good thing for clerks to remember faces as well as prices.

Individualism is the corner-stone of successful business building.

Advertising is the leaven which leavens the whole lump of business.

One of the secrets of successful advertising is knowing what to advertise.

A clerk's value is relative to the interest he takes in his employer's welfare.

It is better to be born with a good fund of energy than to be the son of a Crœsus.

A window well dressed is a merchant well blessed by customers with money in plenty.

One tastes the sweets of success by drinking to the dregs the bitter cup of hard work.

It is not what a man says he can do which demonstrates his ability ; it is what he does.

Business, like life, is a great mystery, and he only is a successful merchant who solves it.

There is one thing a merchant must keep if he would keep business : He must keep books.

When a merchant loses his money it by no means follows that he should lose his self-respect.

The early worm often meets with an untimely end. So does the late young man to business.

By thinking a man drinks in ideas that shall be as stimulants to his ambition for business success.

You may not be able to capture the first prize in life's race, but that should not deter you from trying, and that with might and main. It is better to get even the consolation prize than nothing. And nothing is the reward of the apathetic.

Self reliance makes a better crutch to lean upon than the money and patronage of friends combined.

Before a man goes to law he ought to sit down and count the amount of money he can afford to lose.

The man who makes himself is incomparably better than he who is fashioned and fed by indulgent friends.

It is better to die a martyr to business truths than to enjoy the fruits of business falsehoods for a season.

That which a man reaps in the evening of life depends upon what he sows in the morning of his youth.

Good foundations are as essential to business building as to the construction of edifices of brick and stone.

Men who will not work themselves are seldom ever likely to be in the position where others will be working for them.

The merchant who sells his customer when he is selling him goods is giving away his own chances for success in life.

Prejudice is often the fruit of ignorance ; and when the door of knowledge is opened prejudice will take wings and fly out.

You can't catch fish without bait, and you can't catch customers unless you have something whereby to draw them to the store.

It is said there is some good in everything. The department store is undoubtedly an evil ; but its faith in advertising is sound.

Young men who have the courage of their convictions may cause their foes to scatter, but they will cause their friends to foregather.

It is not necessary that a hardwareman should be able to drive a nail, but it is most necessary that he should be able to drive a bargain.

Awl that a hardwareman needs to do in order to successfully follow the plane path of business is to screw up enough courage and keep hammering away.

If more men were as willing to begin work with the sun as they are ready to stop work when that luminary goes down, fewer men would there be to go down behind the cloud bank of obscurity.

There is a place in this world for every man. Because a man here and there gets into a wrong place and makes life a failure it does not follow that his advent into the world was a mistake, opinions to the contrary notwithstanding.

A YOUNG MAN'S CHANCES OF SUCCESS.

BY W. L. E.

USINESS is no plaything. Business is earnest. Business is real. Business is exacting. He who would win in it must fight; and fight a good warfare, too.

Competition was never as keen in the world's history as it is to-day. Under competition, illigitimate as well as legitimate, merchants are being forced out of business and clerks out of employment. And we sometimes wonder when the end will be.

Naturally much wailing and gnashing of teeth are heard over this condition of affairs. In moments of weakness, men, Elijah like, flee into caves of inaction, and declare, by implication if not in words, that they would rather die than continue to persevere. And if they do not persevere they do die.

Inaction is sure to induce dry rot; and dry rot is sure to induce dissolution in business life as well as in animal or plant life. Proof of this is in evidence every day.

Manufacturers as well as merchants, employers as well as employes, are failing in their respective avocations for no other reason than that they are unequal to the task, through inability or inaction, of surmounting the difficulties which arise in their pathway. Some of these difficulties are extraordinary; frequently they are only ordinary.

Every business man, every clerk, every young man whatsoever, will find lions of more or less aggressive natures in his pathway, and unless he conquers them they will conquer him.

Getting around them will not suffice. That is only another way of giving them the victory. They must be grappled with until they are prevailed against. And with victory comes added strength as well as a lessening of the forces of opposition.

The honey of satisfaction is to be found in the carcase of every obstacle lion that every man subjugates.

There is no dead lion for the man who has not the courage to fight; but there is the live lion and the vinegar of non-success.

The pivotal point of success in life is the ability to rise equal to emergencies. And the ability to rise equal to emergencies is attained only by the ability to gather reserve force.

In spite of the competition whose keenness we hear so much of to-day, there is room and to spare on top. And no intelligent young man whatsoever need despair of reaching it.

Let him begin right, keep right, and there need not be much question as to the outcome.

The keener competition that obtains to-day only means that the meshes of the sieve of selection are smaller, thus preventing less dross than formerly getting through.

There is no crowding out of the best. It is only the survival of the best: The survival of the fittest for business, for the professions, for the workshops, for the pulpits.

It is harder than ever for the man whom Nature designed for a cobbler to be a preacher, and vice versa.

It is harder than ever for the man whom Nature designed to walk behind the plough to walk behind the counter, and vice versa.

But it is not harder for the man to be that in life which Nature designed he should be.

Ships that are built for river service it would be folly to place upon the Atlantic. Equally so is it folly for young men to connect themselves with avocations for which they are entirely unsuited.

Adaptability for a certain avocation does not necessarily mean genius. But after all, what is genius but the ability to do, to work, to attain?

Emerson says: "To believe your own thought, to believe that what is true for you in your private heart is true for all men—that is genius."

To believe that such and such is, that so and so can be, and to acquire what you believe—that is genius.

The men who have engraven their names on the rocks of Time, the men who have set the world on fire, are men who have set a goal for their attainment and who have had the energy through rain and sunshine, through flood and drought, through ill and good report, to run with patience the race that was set before them.

The son of the most obscure of men need not despair of success.

It is not what a young man is that determines what he shall be. It is what he wills to be. In other words, every sane young man is the architect of his own destiny. "Work out your own salvation with fear and trembling," says the Good Book. And it applies with equal force to the material as well as to the spiritual life.

Young men must be serious. Life is a struggle, or it is not anything. Living is doing, not lolling. And doing means struggling.

To struggle well man must think well: Think for what he is best fitted; think how he can qualify himself for that which Nature appears to have designed him.

If men do not think, they cannot be serious. Seriousness comes of thinking. Seriousness is thinking.

Half the men who are to-day in positions for which they are not suited, are where they are because they did not think at the proper time. They have drifted, not steered, to where they are now anchored. And because they are not successful, they are splenetic. And a splenetic man is shorn of half his ability to do. Those things he ought to do he does not, and those things he should not do he does. And there is no health in him.

The young man who is inattentive as to preparation for the struggle of living, cannot expect to have much strength when the struggle begins in earnest. Chesterfield has said that "there is no higher mark of a mind of meagre intellect in the world than inattention." No truer words were ever spoken. Man must be attentive to win, and unless he thinks he cannot be attentive.

The highest office of our public schools, of our universities, is to teach people to think.

Idleness of mind as well as of muscle will prevent the success of any young man, no matter how richly he may be endowed with brains. He who lacks industry lacks the one thing needful. "Idleness," we are told, "is only the refuge of weak minds and the holiday of fools." This is strong language. But most certainly the young man who spends his days in idleness is a fool of fools, no matter how much brains Nature may have packed into his cranium.

Many a man with large brains has, like small potatoes, gradually been worked to the bottom of the great mass of humanity: because he would not toil, neither would he spin.

Have a goal in life. Train for it. Keep your eye upon it, even if now and then obstacles may cause you to swerve temporarily to the right or to the left. Keep running.

"The doing of one thing," wrote Lord Chesterfield to his son, "and thinking at the same time of another, or attempting to do two things at once, are the never failing signs of a little, frivolous mind."

Continuity and definiteness of purpose are stepping stones which will carry to success any and every young man who will use them. And these qualities, valuable as they are, are not, like precious stones, attainable by the rich only. They are within the reach of all. And the price is the energy and earnestness spent in their cultivation.

THOUGHTS ON DISPLAYING GOODS.

By Scott McKerrow.

WITH the winter, with its snow and frost and bleak winds, just gone, and spring upon us with its balmy air, and Nature showing every sign of putting on her summer garb, the hardware dealer heaves a sigh of relief when he realizes that windows can be washed without the aid of either alcohol or ammonia, and that clean, cold water, generously applied, will be more satisfactory as well as more effectual. This springtime cleansing gives the finishing touches to the general house-cleaning and uprooting known as stock-taking to the up-to-date dealer.

It is interesting to note the different constructions put upon the word "stock-taking." Some dealers consider it as essential to business as a fifth wheel is to a coach. Others take it as proper business medicine, but in homeopathic doses, and rush at it and through it with a velocity appalling to the more careful and methodical dealer.

To the busy, intelligent bee of commerce stock-taking is a flower, although not so inviting as many others, yet one from which much honey may be extracted. It is of vital importance; second to no other part of the workings of a commercial establishment. It not only enables a merchant to thoroughly understand how much money he has made (or lost, for that matter), but enables him to become better acquainted with his stock, to root out "wall-flowers" and "store-keepers" whose very existence he had entirely forgotten. It affords him abundant chance for the re-adjustment of his stock, as well as better classification, which both in season and out of season is of infinite value in establishing a prompt and thorough service that is not lost on the public, as well as meaning the gathering in of trade, which, to a less methodical dealer, would slip through his fingers.

Coupled with finding out where he is at, stock-taking gives a merchant a chance to make his store bright and cheerful, as well as affords ample scope for the cultivation of taste in sampling, arrangement and the tempting display of his wares.

One of the modern outcomes of stock-taking is known to-day as the "clearing sale table," on which the "wall-flowers" and "store-keepers" already referred to are placed and marked with sufficiently attractive prices to warrant their rapid disposal.

In hardware establishments where the lines of stoves and tinware are also carried, this clearing sale table is the more easily inaugurated, as the floor space used for heaters can be cleared by storing the latter, and space utilized for the display of those lines whose rapid disposal is desirable. In every hardware store there should be a certain space allotted for a clearing sale table, a table or counter of novelties, so peculiar to the trade, as well as for the display of those goods which are only in demand at certain portions of the year.

The object of such an allotment is beneficial in three ways: 1st, in the clearing of old stock; 2nd, in affording ample opportunity to display seasonable lines, as well as push their sale; 3rd, in the continual change that the display of these goods gives to the appearance of a store, relieving it of its self-same and monotonous look, as well as being cheering and energizing to the dealer and pleasant and inviting to the customer.

There is no business that affords as many opportunities for the development of ideas in planning racks and stands or show cards or the display of goods as does the hardware business, and there is no dealer or clerk who has used the brains he possesses in devising these little schemes that has not found a harvest of dollars or become of greater value to his employer as the result of his effort.

It has been my great pleasure not only to note many of these ingenious devices, but to also speak of them in these columns, and while many suggest themselves to me I shall only suggest one, which will suffice to illustrate the point I wish to take.

Every hardwareman knows that one of the most difficult lines of goods to display is spring window-shades and rollers, as they require a place where good light is obtainable, as well as clear space, to give a good view and at the same time allow easy handling. Some of the manufacturers of these goods have made-up racks for their display, but in nearly every instance they have proved cumbersome as well as veritable dust traps.

A simple device, overcoming all these difficulties, came before my notice recently, and consisted of a box 42 inches wide, 54 inches long and 6 inches deep, set off nicely with moulding at top and bottom, stained and varnished. The inside looked for all the world like the joists of a floor, and were four inches apart. On each of these joists were placed three rollers, one above the other, at distances of 2 inches. The bottom of the case was made of slats ½-inch thick, 3 inches wide, with ½-inch space on either side to allow shades to be pulled through each opening and down for display. The top was dustproof and made like a trap door, to lift up, to permit of new samples being put in or "sold outs" extracted. A case this size has a capacity of sixty, and can be hung by chains from the ceiling in the front of the store out of the way, yet easily accessible.

And then there are implement racks, and paint stands, and sample cards of builders' hardware, cutlery, tools, and many other little things that I cannot stop to mention, but which are enough to keep a clerk or dealer thoroughly occupied, so that time need never hang heavily on his hands.

Some time ago I read an article on "How to be Successful in Business." And the answer was: "Advertise, advertise, advertise." This is perfectly correct, but it is erroneous for a dealer to think that advertising is confined strictly to the columns of the daily newspaper or the Saturday market "dodger."

As the body is dependent on each of its different members in the carrying out of its various duties, so also is a business dependent for success on the perfect organization of its different branches.

Proper store arrangement does its proportion of advertising, and also window dressing is one of the greatest factors along this line. Window dressing is to-day an art as far advanced as is newspaper advertising, and is of as great importance.

It is as necessary to change your window display as it is to change your newspaper ad. In these days of keen competition special lines are advertised or displayed, and promiscuous advertising is considered obsolete, and justly so, as the latter had as much point as the side of a house. Therefore, if you are having a builders' hardware window, see that it is builders' hardware; if paints and dry colors, make this a prominent feature; if an enamelled ware display, make it strictly an enamelled ware display, and see that your stock is sufficiently big to make a push on the line you show.

A very effective window display can be made up of saws and mechanics' tools—the floor of the window covered with either black or red, and neatly dressed with tools of all kinds and the sides with stars and shields, nicely sampled with cutlery, etc., the background a large circle or semi-circle, having as a centrepiece a circular saw or cross-cut, while encircling it a nice line of handsaws and other saws give a fine effect.

There are also great possibilities in sweepers, brushes, brooms

and all the requirements of a housekeeper in this her house-cleaning season, and are obtainable by a little thought and originality.

Then again, a departure from the usual routine of things has often been attended with beneficial results. For instance, last season a dealer, wishing to advertise poultry netting and poultry breeders' supplies, fenced his window in with the netting, borrowed a hen from a farmer; with a fine brood of chickens, and the only thing that the window contained besides was a sign: "Buy your poultry netting here," and he told me afterwards that he did the trade of the town in netting, as well as having a crowd before the store nearly the whole time. Another dealer sodded his window with nice, green sod. He had a fountain playing in the centre and a croquet set partly placed. A lawn mower and a few garden tools were also in evidence, while a few palms and plants added grace and finish to the display. The result was the delight and the talk of the town and a commercial benefit to the dealer. Yet another dealer took to the "sod," had the land laid out with snake fences and gravel roads, and in the centre a miniature house fitted up complete with all the novelties in summer hardware, with a card suspended above: "We keep a full line of builders' hardware, paints, glass and screen doors, etc., at zero prices." And another decided hit was scored. I might go on and enumerate, but space will not permit, and if my few remarks give HARDWARE AND METAL'S readers a few subjects for thought, my object will be accomplished.

But before dropping my pen I will give the junior an idea which may be useful to him in his task of window cleansing. I saw recently a hollow-handled window mop to which a hose can be attached, with the opening, or nozzle, in the centre of the mop-head. This simple device does away with the pail and keeps a continual flow of water on the window while washing.

BREAKING TENDENCY OF WROUGHT IRON AND STEEL.

WROUGHT iron and steel are more apt to tear and to break than was supposed in former times, says Kuhlow. It has to suffer from exterior influences, as wear and tear, shock, tension and rust. A piano string of 1-10 inch thickness can stand a burden of up to 500 pounds without breaking, but bent several times in different directions it would lose one half of its carrying power. By the sharp bending the small crystals of the original structure of the iron have changed their position, and thus lost their hold on each other. Iron and steel remain crystalline substances, which fact cannot be altered by any chemical process. As another example, we could take the axle of a locomotive, which is manufactured to stand eight to ten times as much wear as is ordinarily demanded of it. Yet after a shorter or longer time of use it will break suddenly by reason of the continual shocks and jolts to which it is subjected, for iron has the property to return to its original state when exposed to shocks; it loses its elasticity, and finally it breaks. As wrought iron suffers greatly from changes of temperature, expanding in heat and contracting in cold, defects in bridges and other structures arise. All these structures are exposed to wind and weather; while in the day time the iron parts are heated by the rays of the sun, at night they cool off quickly. As iron is very sensitive, a continual difference of length is caused in the traverse and diagonals, rivetted and bolted together as solidly as possible; the original length is never accurately recovered, but the crystalline structure of the iron parts is loosened gradually; the shocks caused by the traffic over a bridge are yet to be added. Iron bridges, therefore, should be carefully examined from time to time, and worn-out parts replaced immediately by new ones. Finally, a fourth example may be cited. The chain of a crane in a covered room, which is not exposed to rust-creating humidity and is warranted to carry a burden of 500 pounds, may, after years of use, break suddenly while carrying only one-half of that burden. In carrying a load the links of the chain have the tendency to contract in the middle, and a certain tension is caused, by which the crystalline and apparently fibrous structure of the links is destroyed, which may easily be the cause of serious accidents if the chain is not examined at certain intervals.

THE NIAGARA FALLS METAL WORKS CO., LTD.

The Niagara Falls Metal Works Co., Ltd., Niagara Falls, Ont., commenced work on their building foundations about one year ago, namely, on April 3, 1896. They now have seven commodious buildings of stone and brick, and are fully equipped for doing a large variety of work. They have a brass foundry, a grey iron and malleable iron foundry, and have complete arrangements for polishing, finishing and plating. They also do tinning and japanning. They have a most complete equipment, including 15 heavy presses, for cutting, forming, punching and stamping sheet metals of all kinds. They work iron, steel, brass, German silver, copper and aluminum, up to ¼ of an inch thick. They have drop hammers, rollers, curlers, etc. They make both wood and iron hames, and a full line of composition, malleable and wrought iron harness hardware. They manufacture plumbers' chains, cut-link steel chains, wire chains, etc. Their chain goods consist in part of trace chains, halter chains, cow chains, bit chains, spreader chains, breast chains, and in short, anything in the chain line, from a watch chain or key chain to a trace chain.

The company does custom work in malleable and grey iron castings, brass castings and finishings, and in sheet and band press work. They have recently booked some very heavy orders in these lines.

WIRE NAIL TESTING.

HARDWARE AND METAL a few days ago called on James Pender & Co., Ltd., St. John, N.B., and was much interested in witnessing a scientific test, made upon a testing machine, of the holding qualities of the different makes of nails. One of their brands is the improved "Bulldog" (or coated) wire nail, and a 2½-inch small gauge of this brand driven into pine wood stood a strain of over 250 pounds, proving its great tenacity or holding power.

(Uncle Zeb Fodderstacks, having been buncoed once too often, visits a local hardware dealer before he goes to the city.)

MR. GOODTHING—Why, how de do, Uncle; are you representing a lock and hardware house?

UNCLE ZEB FODDERSTACKS—No, by gum, I hain't er representing a thing but my own interests, and I hain't er going to be worked no more.

HARDWARE STORE MANAGEMENT.

By Peter.

IGNORANCE of the particular business in which he embarks is the chief cause of failure in every trade, and the hardware trade as much as any other. He who would succeed to-day in the hardware trade must be a shrewd, sharp buyer. He must buy right and save his discounts. Otherwise, at the end of the year he will find the results anything but satisfactory.

Bad debts are a most prolific cause of failure. Never let your accounts run over six months at the outside. Close all accounts at the end of each year if possible, and start the new year with a new ledger. You can save more money in this way than by allowing the accounts to run year after year and taking them from one book to another, and, at the final settlement, being compelled to employ a lawyer, which may cost you more than the account is worth.

Merchants, after running successful businesses for a number of years and building up good trade, become dissatisfied with what they are doing and think they can see their way clear to make a little money out of some other line. For instance, real estate, or some other business. Many who have thus ventured have been compelled to start at the foot of the ladder again.

To run a successful business a person should have some knowledge of the trade in which he proposes to embark. Once in business, study to learn the wants of your customers. Buy where you can buy at closest prices, regardless of your friends. Never buy too much of one article at a time; but buy often, thereby keeping your stock clean and well assorted. You and your clerks should be well posted in prices and discounts. Always ship goods with least possible delay. Serve your customers with the best of your ability, and try and gain all the new customers you can. A merchant should always employ sober and reliable clerks, and let them know you want them to take an interest in your business. See that they keep the stock clean and the staple articles well assorted. Never substitute an article for something you have not got. Never carry a large stock when you can run same amount of business with a smaller one.

All merchants and clerks should subscribe for some trade journal. For hardwaremen I don't think there is a better one than Hardware and Metal, which quotes every week prices and changes in discounts, in addition to the information it furnishes every week. You can always learn something new from its columns; for instance, how to keep stock, how to dress windows, and a great many other things appertaining to the hardware trade.

Always advertise your business in the daily or weekly papers, acquainting the public with the new and seasonable lines you have in stock. Never be stiff and stick for 5 or 10c. on the price of an article. It pays to be liberal with certain customers.

Never sell goods on credit, unless it be to a good, reliable customer. Check all goods off as soon as you receive invoice, and see that you are not short of weight or count. See also that you get the lowest price and the biggest discount ruling. Always keep quotations on file, especially of goods you do not carry in stock, as someone might drop in your store when you're least expecting and want quotations or your best prices on certain goods. If you do not have them handy, of course you must expect to lose sale and perhaps a good account. The best way I know is to keep a pocket price list of every line carried in the hardware business, and then if anyone wants to know your best figures for certain goods you can tell them without fumbling over a lot of papers or writing to the wholesaler to get them, thus saving postage as well as time. There are lots of ways of saving money in business in small ways. It is the cents that make the dollars. As the old saying is: "Look after the cents and the dollars will take care of themselves."

Now, I think if all these suggestions that I have made mention of were carried out a person would not go into bankruptcy, but, on the contrary, would become a successful merchant.

But, going back to the cause of failure. The wholesale men are to some extent to blame. Some of them get so anxious to do business that they essay to supply the consumer as well as the retailer. For instance, if a certain traveler struck your town and he represented a certain firm in the hardware line which had no open account with you or your opposition. Perhaps the first time he ever called on you and your stock was complete in every line and you did not see your way clear to give him an order. Well, what do some travelers tell you under such circumstances? Instead of striking out for the next town to sell his goods, he will have the effrontery to tell you: "Well, I'm going to sell someone in this town before I leave." And he goes and sells to your customers at the same prices which he quotes you. Often the house he represents knows nothing about the person he sells and don't care, as long as it gets the money. Of course, we cannot stand competition of that kind. We might as well close our stores and look for something else to do, for our customers know just what we are paying for our goods and what we are making out of them. Now, I don't think this is right. Why do not the retail men form associations and appoint committees to look after this kind of thing? If something is not done soon there will be a big collapse of retail hardware men some of these days. This committee in turn could appoint someone in each town whose duty shall be to watch such travelers and houses practising such methods of doing business and report thereon. The association could then issue notices to all retailers to be on the look-out for such firms and to buy no goods from them. I think something of this kind should be done, and thereby cut off all those fellows who are so anxious to sell everybody. It is these kind of people who injure the retail trade. I also think retail men should be well protected in prices, just as wholesalers are. You never see, in staple lines, two wholesalers quote different prices. Retail men, on the other hand, are always cutting and slashing prices. Now, why don't retail men put their heads together and have prices fixed the same as wholesalers? Then there would not be any kicking done in regard to prices.

IT SOLD THE GOODS.

A hardware firm at Leicester, England, took the occasion of a sudden drop in the temperature to push the sales of their skates as follows:

The frost has come to stay—
At least so they say;
Therefore skate away
Without delay.

Like all good things, the frost departed as quickly as it came, but our enterprising friends still had some poetry left and rushed this gentle and appealing lyric into the columns of the local newspaper:

Now it is a-thawing,
And the ice a-going,
Your chances don't be throwing
Unthoughtfully away;
For K. and F. are willing
To give threepence in the shilling.
So give your minds a-drilling
That now's the time to buy.

What makes the incident of particular value is the fact that they sold their stock of skates.

THE MANUFACTURE OF WIRE.

BY W. A. R.

THE manufacture of wire is a comparatively young branch of the iron trade in Canada. About ten or twelve years ago the firm of Cooper, Fairman & Co. inaugurated the pioneer Canadian plant. Behind these gentlemen there was a lot of Scotch capital, and the company which is the most extensive of its kind in the country is now known as the Dominion Wire Co. This company manufactures wire of all kinds and wire nails. Several of the rolling mills also pull wire nails, the Montreal Rolling Mills Co. having turned out this class of goods since 1892.

At one time it was thought that the introduction of these wire nails to the consuming public meant the absolute disappearance of the old cut nail. The progress of time, however, has entirely disappointed this expectation. Cut nails are still bought largely by the trade, and for certain kinds of work are undoubtedly the best.

When wire nails are used the wood has to be perfectly dry, and they have not the same holding power of a fine finished cut nail. Of course, the former is a much cleaner nail to handle in stock than the latter, and it is no doubt largely due to this fact that it finds favor with so many people.

Perhaps some remarks regarding the actual operation of wire-drawing may be interesting in this connection to the readers of HARDWARE AND METAL. The process consists in reducing the metal from the state in which it is technically called "rods" to the finished wire. The rods are the metal which has been rolled hot, and reduced from a square to a round shape, and are generally about a quarter of an inch in diameter.

This manufacture of rods is a separate and distinct business from wire-drawing. The wire is drawn cold through steel plates, in which a hole is punched, and the process of reducing the wire is done gradually; that is to say, the wire is passed through a succession of holes to secure any given gauge. A wire-drawing bench consists of a long table or bench on which are placed a succession of cylinders which are made to revolve by means of wheels placed underneath the bench. The wire to be operated on is put in a coil on "swifts" which are placed upon the floor in front of the bench. These consist of an upright frame of short bars arranged in the form of a truncated cone, which revolves as the wire is drawn on the block, the plate which is to reduce the size being placed between the swift and the block.

It is obvious that the wire cannot be pulled through the plate by means of the revolving block until the wire has been attached to the block. The point end of the wire is passed through the hole in the plate by an ingenious arrangement. This consists of a bar with a pair of pincers at the end of it. A couple of links are attached to the ends of the pincers—to the ends which are held in the hands in the case of an ordinary pair of pincers—and these links are joined to a single ring at the end of the bar, so that when the other end of the bar is pulled the jaws of the pincers come together and grip the piece of wire, which is first threaded through the hole in the plate.

Naturally, the force required to draw the first yard or so is considerable, and it is obtained by a simple arrangement. At the bottom of the upright block is a cam, constantly going round horizontally with the block. This cam in its sweep catches the end of the bar, to which the pincers are attached at its opposite extremity, and this causes the pincers to pull round in the direction in which the block is going, dragging the wire through the plate till there is length enough to attach it to the revolving block. By putting the foot on a treadle the block is brought down, so that the cam is under the level of the table or bench, and the pincers lie idle until again required. The wire now goes on winding around the block and is wound off the swift, which is on the floor, and through the drawing plate, until all the supply from the swift is exhausted.

The metal on the block is now drawn wire, and the process is repeated by running the wire through a smaller hole, and so on until it reaches the required size.

The wire, however, becomes harder with each hole it goes through, and it will ultimately become so brittle that it would break like glass unless it is softened. The coils are therefore taken away from the drawing bench, and are placed in an annealing furnace or pot, where they are subjected to a considerable heat for a longer or shorter time, according to the degree of softness required.

This annealing causes a "scale" to appear on the wire, and this must be removed before the wire can be again drawn. The rings are therefore taken to a bath, consisting of some acid solution, which removes the scale, and leaves it in the bath. The wire, after being left as long as necessary in the solution, is taken out, washed, and then dipped in a trough containing a paste of slaked lime. Then the rings are put into an oven and baked until the lime forms a dry coating on the wire, which is now ready for re-drawing.

Even with this coating the wire cannot be redrawn through the plates without soap or grease being applied to it. Certain wires are also subjected to a tempering process, which is kept a secret as far as possible. This is understood to add greatly to the strength and toughness of the metal.

A soft metal which has been annealed is exceedingly tough, and is difficult to break by bending, but in this condition it is of a low breaking strain; that is to say, it will only resist a comparatively light strain under direct pull. When it is drawn through the plate the strength is increased, and the toughness reduced, so that the object to be attained in wire-drawing is to combine the greatest amount of toughness with the required breaking strain. This is a matter that lies in the hands of the operatives.

It is an axiom that the breaking strain of steel wire varies from forty-five tons per square inch to one hundred and twenty or thirty tons, and the skill of the wire drawer aims at producing that quality of wire which shall best attain the special characteristics required at the least cost.

It is unnecessary to enter here into the many and varied purposes for which wire is used. They are too well known to our readers.

The men engaged in wire drawing are usually paid by the piece; that is to say, they get so much per cwt. for the quantity they draw. They thus have a direct interest in preventing waste occasioned by breaking the wire in passing through the plate. Naturally, with long practice, they acquire what to the lay mind is marvellous skill. They do not all do the same kind of work. Some men, for example, are specially skilled in the production of fine wire. Notwithstanding all the care which may be exercised, there is a good deal of waste by the wire breaking into short lengths when it is reduced to very small sizes.

PEEP INTO A ST. JOHN, N.B., NAIL FACTORY.

HARDWARE AND METAL visited the factory of the Maritime Nail Co. at St. John, N.B., and was shown through by the superintendent. The officers of the company are:

J. Manchester	President
R. C. Elkins	Vice-President
E. Perkins	Secretary-Treasurer
F. E. Marvin	Superintendent

They manufacture all kinds of nails, from the smallest tack to a 9-inch spike, and their horse nail department is supplied with new patented machinery, which they control for Canada. Their present output is 30,000 kegs wire nails, 125 tons horse nails and 600 tons of wire per annum.

Their dock accommodation is spacious and their shipping facilities are excellent.

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WATSON, FOSTER & CO.

. . MONTREAL . .

THE BINDER TWINE INDUSTRY.

BY W. A. R.

BINDER twine has become as necessary nowadays in the evolution of the sheaf or sheaves of wheat into the loaf of bread, as the knight of the kneading board himself. It is another example of the close relation that one process of manufacture, no matter how divergent, bears to another these days. Flour is absolutely essential to the baker, and binder twine is almost as much so to the harvester of the raw material from which the same flour is produced.

It will be readily recognized, therefore, that with her almost limitless Northwestern grain fields, Canada is a large consumer of binder twine.

In order to supply this demand, the manufacture of the article has become one of the leading branches of our domestic industry. Cordage making is an allied industry, the same materal being used in each, and generally both branches are carried on in the same establishment. The two naturally constitute a very important branch of trade.

According to the census returns, some twenty-one mills are in operation in Canada: in Montreal, Halifax, St. John, N.B., Quebec, Lachute, Port Hope and Brantford. The capital invested in these is estimated at from three and a half to four million dollars, and in the vicinity of two thousand work-people are engaged, who receive about $350,000 a year in wages. The annual output is not over 8,000 tons, whereas the total capacity of the works is 17,000 tons yearly of rope and twine. This being so, it is easy to see that were the mills assured of a market, they could easily increase their output, add greatly to the number of their employes, and sell at a closer margin.

A great cause of dissatisfaction in this connection is the unfair competition to which the regular mills are subjected by the product of the Government penetentiaries. It is understood that in 1895 11,000 days' work was put in on binder twine at Kingston.

It is not desired in this article to trench on the political aspects of the case, but, from a simple point of business economy, it seems unwise to accumulate three years' work and then dump it on the market. The mere fact of such a large quantity of material hanging over the market is sufficient in itself to make buyers cautious in their operations. In future, therefore, the Government, if it intends to continue the output of prison-made binder twine, should, in fairness to the mercantile community, market it in smaller quantities as soon as it is ready for the market. More than one single firm also should be given an opportunity of tendering for the goods offered.

As pointed out, the annual consumption is between seven and eight thousand tons, and the Government, by throwing nearly a third of this quantity on the market at a sacrifice price, completely demoralizes the market. In the face of such a situation the mills cannot be expected to continue making goods which they cannot sell. In fact, the bad effect of prison work on the free labor market could not be made more plain.

Canadian factories get their supplies just as cheaply, can be operated as economically and turn out as good an article as those across the lines. All they require is the certainty of a market sufficiently large to keep their plants steadily employed.

Since 1894 binder twine has been on the free list in the United States, but the peculiarities of the freight rates and other causes did not allow Canadian manufacturers to get a footing across the lines. They did allow the United States manufacturer to sell considerable quantities of goods in Canada, but at a figure which netted the seller no profit, and did not in any material way reduce the general price ruling on this side the line. Now, however, that binder twine has been put back on the dutiable list by the Dingley bill, Canadian binder twine manufacturers can see no reason why their work-people should be placed on another footing than other industrial operatives. They have already had the protection afforded to them decreased to 12½ per cent., while cottons are protected 22½ to 30, woolens 25 to 30, and petroleum 40 per cent.

It does not require any effort of memory to go back to the days when the first self-binders used wire. The objection to them arose from the fact that in the process of threshing the grain, portions of wire were carried into the machines, which were sometimes damaged; into the straw, where they were liable to injure the cattle fed thereon, and the smaller pieces falling among the wheat caused millers inconvenience and loss, and necessitated processes to get rid of them while grinding.

The present position is the result of a long series of experiments. It was early discovered that a hard, stiff binder was needed, and this the ordinary twine factories did not produce. Resort was then had to the cordage makers, whose manilla, New Zealand and Yucatan fibres, if they could be twisted fine enough, turned out at a uniform size and free from dirt and tow, promised to supply the want.

The cordage companies at first were not inclined to undertake the trouble and expense, not feeling certain that the probable demand would warrant it, even if success was achieved. Eventually, however, they were prevailed upon to take up the work, with the present satisfactory results.

It may be remarked here that the successful manufacture of binder twine is an industry peculiar only to Canada and the United States. Nowhere else have the same results been obtained. The special intelligence necessary to get up the best work out of the twine making machines has not yet been developed across the Atlantic. Wherever, in Australia, Russia, or Hungary, reapers from Canada or the United States are used, there also is found with them binder twine from this side of the Atlantic.

This superiority was not attained in a day. After it had been demonstrated that a twine-using self binder was practicable, would fill a want, and would give its makers a large business, a great deal remained to be done, and nearly as much in the twine factory as in the machine works. The most intelligent and highly paid employes of both twine and reaper companies worked, month after month, inspecting the twine as it came from the machines, following the reapers in the fields, noting every defect, commenting on every fault, learning where improvement was needed and what the improvement should be. It cost much money, but the end was the success of the self-binder. Once it was demonstrated that with a proper twine the farmer could work his binder day after day, without stopping every hour or so to detach and clean the twine apparatus, the market for the new binder and its twine became a certainty. The essential excellence in quality of binder twine, secured after such long and costly experiments, is only maintained by constant attention, by the employment of the most intelligent and skilful operatives, using the best machinery. All this implies expense, and expense in manufacture has to be added to the price of the article produced; but where a good article is a necessity, and an inferior one a cause of loss, the cost of the good one becomes a secondary consideration. This has been forgotten by too many, and, striving for cheapness, some concerns have put inferior twines on the market, which do not profit the user and benefit none but

D. K. McLAREN . . .

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American Axe and Tool Co., Axes and Scythes.
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Victoria Wheel Works, Wheels and Carriage Stock.
Skinner & Co. Hames & Saddlery Hardware.
Withington & Cooley Co. Hay and Manure Forks.
S. T. Willett, Shovels and Spades.
Marietta Hollow-ware Co. Tinned and Enamelled Ware.
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J. H. HANSON . . .

422 St. Paul Street

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Representing
Wm. Buck, Stoves and Furnaces
The B. Greening Wire Co., Wire Goods
of every description.
E. T. Wright, Bird Cages and Lanterns

CORRESPONDENCE SOLICITED.

. . . ALSO MANUFACTURER OF . . .

HIGH-CLASS REFRIGERATORS AND CLOSET SEATS

ESTABLISHED 1845.

WALTER WILSON & SON

(Late A. RICHARDSON & CO.)

RET'D 4/10/97

MANUFACTURERS OF

SAWS

St. John, N. B.

McARTHUR, CORNEILLE & CO.

Paints, Oils, Colors
Varnishes, Glues,
Chemicals, Dye Stuffs,
Etc., Etc.

310 to 316 St. Paul St. MONTREAL

4/3/97

DO YOU BUY ANY?

Steel Structural Shapes, Steel Shafting, Machinery Steel; Spring, Tire, Sleigh, Toe Calk Steel; Agricultural Steel, Harrow and Rake Teeth, Steel Tank and Boiler Plate, Boiler Tubes, Cast Iron Pipe and Fittings up to 42 in. diameter, Wrought Iron and Steel Pipe all sizes, Nuts and Bolts, Set Screws, etc., Brass and Copper Pipe-Condenser Tubes; Rubber, Leather and Cotton Belting; Rubber, Linen and Cotton Hose.

Please Send for Quotations.

Prices quoted to any part of Canada.

ESTEY & CO.
ST. JOHN, N.B.

We make all patterns.

Campbell Bros.

Manufacturers of all kinds of

AXES, EDGE TOOLS, CARRIAGE SPRINGS AND AXLES.

Send for sample lot of our **EXTRA HAND-MADE AXES.** the kind that stand in frosty weather. Write for prices.

Works :
18 AND 20 SMYTH ST. - ST. JOHN, N.B.

the maker and the dealer. Where success is desired the good article must be obtained.

With all these circumstances in view, it does appear unwise that for a mere political freak, such as prison labor, manufacturers who have invested large sums in cordage works and given employment to large numbers of people should find their business assailed. To protect the workman against the competition of prison-made goods the Canadian law especially prohibits the importation of merchandise made in foreign prisons. Only the other day a case was reported from Toronto where a number of imported bicycles were seized and confiscated because they had been made in the Indiana State Prison. In Canadian prisons it has also been sought, as a rule, to employ the inmates on work the product of which causes the least disturbance in the demand for labor and in the general market. The Attorney-General of Quebec has even ordered a cessation of stone breaking because of a complaint that at a time when work was scarce it was not right that even the commonest kind should be carried on in a jail, while men outside could get none to do. New York State absolutely forbids the employment of its convicts in manufacturing work, so that Canada had plenty of precedent in this matter.

Precedent and principle were alike disregarded where binder twine was concerned. A factory was started by the Dominion Government in the Kingston Penitentiary, and another by the Ontario Government in the Toronto Central Prison. It would have been hard to choose an employment for which convict labor is less suited. The twine is made by machinery, it is true, but the machinery is not of a character that needs no attention. It requires, while in operation, the constant care of intelligent and loyal workers. If this is not given the result is an inferior product, and in the case of binder twine inferior product is especially undesirable. It may be cheap in the shop, but it is costly in use on the farm. Convict labor is sometimes intelligent; but it is contrary to reason to expect it to be loyal. The penitentiary worker has no fear of loss of employment to deter him from becoming careless; he has no hope of reward to spur him to special exertions. It matters not to him whether the work he does is good or bad. If the Government's experience in marketing its binder twine is an indication, the work done in the penitentiary factory has neither been the best nor profitable.

THE MOST EXPENSIVE PRODUCT IN THE WORLD.

This is said to be the charcoal thread (filament de carbon), which is employed for incandescent lamps. It is chiefly manufactured in Paris. It is sold wholesale by the gramme (15½ grains). In reducing its price to the basis of pounds weight, it is found that the filaments for lamps of twenty candles are worth £1,600 per pound, and that for lamps of thirty candles they are worth £2,400 per pound. The former have a diameter of twenty thousandths of a millimetre (millimetre = 0.0394 inch), and the latter four and a half thousands of a millimetre. The filaments for lamps of three candles are so light that it would require nearly 1,500,000 of them to weigh one pound. As the length of each is ten centimetres (3.937 inches), their total length would be 187 miles.—Scientific American.

BUYING AND DISPLAYING SPORTING GOODS.

The time has now arrived when the stocks of all kinds of outdoor sporting goods should be fully displayed. It is also necessary that there should be a wise selection of a stock of this kind. The Wightman Sporting Goods Co., of Montreal, are advertising suitable lines in another column. Their stock consists of fishing tackle, in which they carry a most complete line, suitable for all kinds of fishing; also baseball goods, lacrosses, footballs, hammocks, etc. Their supplies of camping requisites are especially fine, such as aluminum camp sets, sleeping bags, tents, folding beds, tables and chairs. The demand for boxing gloves and punching bags has been so brisk during the past month that the firm has had some difficulty in keeping up with orders. Retailers requiring this class of goods should correspond with the Wightman Sporting Goods Co.

A HARDWARE POEM.

By J. F. Kerr, of Sherbrooke.

Hatchets and axes all ready to chop,
Hoes and rakes to care for the crop,
Rings and ringers so hogs can't root,
Club skates so the boys may scoot,
Locks and knobs for store and house,
Traps to catch a rat or mouse,
Lines and hooks to catch big fish,
(At any rate that's the buyer's wish).

Saws, planes, augers and bits,
(If they are soft he catches fits),
Barb fence wire, and post hole diggers
That do not pay at present figures;
Brushes of all kinds, in quantity fair,
And combs to curry the old grey mare.
Corn cutters, also scythes and snaths,
And wire fixin's to wean the calves.

Circular saws that go with a buzz,
As Shurly and Dietrich always does.
Canada mixed paints, if you want to paint,
You open a can and it makes you faint;
Well buckets, ropes and high step ladders,
Fish-oil, putty,—put up in bladders,
Pure coach varnish without any gum,
Bell-faced hammers to pound your thumb.

Steel ice-creepers so you can't slip,
Hollow ground razors to shave your lip,
Rubber hose all nozzled to squirt,
That will not burst and spoil your shirt,
Firmer chisels, both tonged and socket
English knives to keep in your pocket;
Unadjustable plumbs and levels,
All kinds of steel squares, also bevels.

Poultry netting for the making of coops,
Jones' famous shovels and scoops;
Mincing knives for chopping the hash,
Blanchard churns that go with a dash,
Wrought butts jointed fast and loose,
A twenty-four pound tailor's goose.
Columbia bicycles built for two,
Any other cycle would never do.

Big tin horn with a hardware toot;
All these things and many more
Are kept in my hardware store.
I sell for cash and give a discount,
But sometimes sell on credit account,
With numerous slips on small wire hooks,
It runs this way for a number of years,
Until a man's mind is filled with fears,

That some of his creditors would not wait
For farmers to sell their wheat so late,
The bailiffs also are very slow pay,
Most of them seem to be built that way;
So I'll avail myself of a cash per cent.,
This is the only way to make a cent.,
So that what I have the sheriff will resent,
To close my store this will prevent.

Have your ads carefully loaded with common sense and primed with convincing logic. You will never bag a customer by firing blank cartridges at the purchasing public.

"For some years past HARDWARE AND METAL has been urging that bicycle selling was a part and parcel of the Hardware Dealer's business."

..HARDWARE DEALERS..

If you want to handle the best bicycle made during the 1897 season, secure a STEARNS agency. We believe it is the best, and the thousands who ride the STEARNS are of the same opinion.

Made throughout with extreme care, not an excess ounce anywhere, with balls as fine as machinery can make, bearings as true as can be turned from steel—secrets of the proverbial easy-running qualities which have made the STEARNS noted.

The STEARNS leads the world in advanced bicycle construction, and there's wonderful satisfaction selling it. 1897 will be a great STEARNS season. Write for terms and territory.

1897 THE STEARNS BICYCLE "THE YELLOW FELLOW" Features

Flush connections of entirely new and original patterns, the features of which are entirely unlike those used in any other bicycle which we know of. The finished appearance is decidedly handsome and workmanlike.

The crank-hanger is made solid.

The ball cups are heavier than heretofore. The crank-hanger ball cups screw into the hanger and are held by binder bolts underneath.

The crank-axle and cones are in one piece.

The entire construction of the crank-hanger bearings is such as to insure solidity and strength.

We have retained the flat crank. The edges, however, are slightly rounded, avoiding any possibility of cutting the sole of the shoe should it come in contact with the edge of the crank.

The cotter-pin form of fastening has been entirely done away with. The cranks are split at the butt and are held in place on the triangular ends of the crank-shaft by a bolt and nut; they are thus readily attached or detached. The crank-shaft and left-hand crank can be removed from the hanger as in one piece. Our construction, therefore, affords all the advantages of the two-piece form of crank-shaft and cranks, with the point of simplicity in its favor.

The front sprocket, as heretofore, is detachable, and is held in place on the crank-shaft by arms extending outward from the butt of the right-hand crank, and which are bolted to the spokes of the sprocket wheel. This construction has been exhaustively tested, and combines many desirable features.

Bearing cases are fitted with ball retainers.

The tops of the fork-sides, where they fit in the fork-crown, are provided with an oval silver cap, on which is engraved the word "Stearns." They are very handsome in appearance, and have the advantage of preventing the enamel from being worn off the fork-crown when the feet are placed there in coasting. The tops of the upper rear-forks are nickeled for about two inches, so that the wrench does not wear off the enamel when the seat-post is adjusted It has also a decidedly artistic effect.

Ride a STEARNS and be content.
Send your address for beautiful "Yellow Fellow Year Book."

AMERICAN RATTAN CO., TORONTO

CANADIAN SELLING AGENTS.

E. C. STEARNS & CO., Makers, Toronto, Ont.
TORONTO SALESROOMS—177 YONGE STREET.

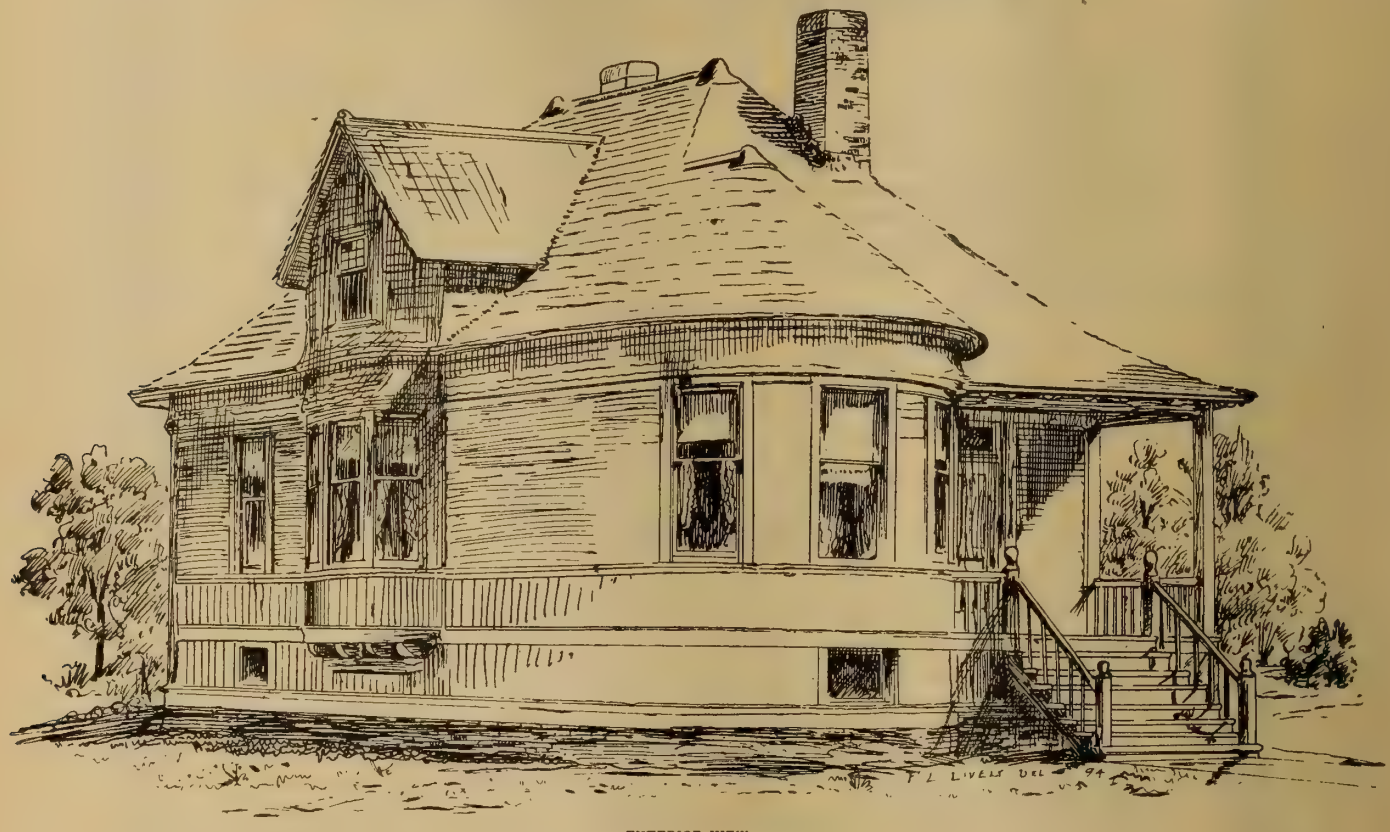
C.A.A. 111

A SUMMER COTTAGE FOR MERCHANTS.

THIS cut shows a roomy, well-arranged cottage, containing seven rooms, which can be built for $1,000, or less. It was originally built in the fall of 1894, proved a most popular design, and the demand for the plans now given in this issue soon exhausted the large edition published, hence the house has never appeared in the annual catalogue of plans in stock.

The cottage is a most cheerful, roomy one, and well adapted for a country home. No bath room is shown in the working plans, which we reproduce from The National Builder, but fifty to seventy-five dollars will cover that expense, and the space for it can easily be obtained without any material change in the design furnished.

A rough estimate of cost of construction, including material and labor, can be given as follows :



EXTERIOR VIEW.

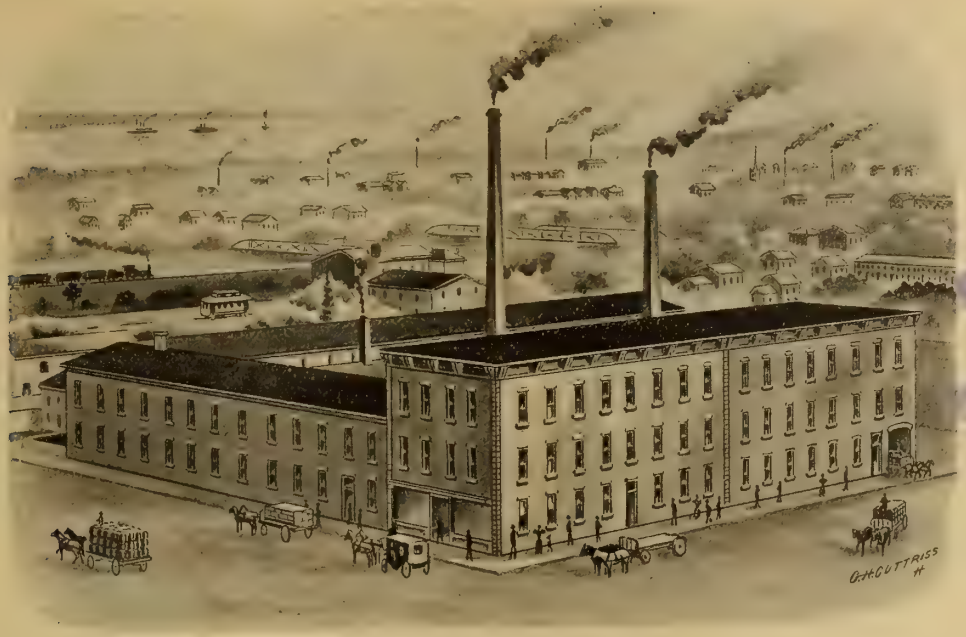
Mill work— Doors, windows, casings, base wainscoting, cornices, stairs, etc.	$340.00
Lumber — Joists, studs, rafters, sills, grates, flooring, siding, shingles, roof boards, etc	400.00
Hardware— Locks, knobs, butts, etc	35.00
Plastering, painting, and glazing	135.00
Tin work—Gutters, valleys, conductors, etc	25.00
Brick work— Chimneys, etc	50.00
Plumbing	75.00
	$1,060.00

TRAVELERS' OBJECT LESSONS.

A hardware traveling salesman, in the goods he sells, has constantly before him object lessons that tend to improve his character, broaden his views, polish his manners, and intensify his observation, remarks a writer in Hardware. His capability of endurance comes from the hardwear he experiences on the road. The plumb suggests uprightness in all dealings, the level that he must not feel above his work, or permit his self-respect to drop below the plane represented by it. The square directs him along straight lines, and he is reminded that he should be to his family, his employer, and, above all, to himself, as true as steel. The sharpest blade is most useful, but when its edge is misdirected, becomes harmful and dangerous. The brightest character, like the highest polished metal, is most easily tarnished. The anvil reminds him of that which bears the hardest blow without shrinking ; skates admonish him that he must avoid thin ice of every description, especially in his judgment of credits ; scales, that every business word should be well weighed before it is uttered. That as the longest rope has an end, so will his days of travel terminate, and it should be a constant reminder to lay something up for a rainy day, after he has made his last trip. The auger suggests to him that it is possible by over-persistent effort at times when ambition and enthusiasm get the better of good judgment, in the anxiety of obtaining a lucrative order, he may become a bore, lose the coveted contract, and when it is too late, realize that there are times when speech is silver and silence is golden. Gauged by public opinion, measured by accurate rules, chiseled by days of adversity and discouragement, smoothed with the plane of personal contact with the people of the world, as well as with customers, polished by the emery of competition, it is no wonder that at length he stands forth in the light of the day, a manly man—strong as agate or granite, pliable as rubber, smooth as oil and as sharp as a tack.

He never rests, scarcely ever stops to sleep ;
He talks by day, by night he rides or writes ;
Thus onward, up the hill of commerce climbs
From steep to steep, unto its very heights.

It is a great thing to have brains, but it is vastly greater to be able to command them. The Duke of Wellington had great power over himself, although his natural temper was extremely irritable. He remained at the Duchess of Richmond's ball till about 3 o'clock on the morning of the 16th of June, 1815, "showing himself very cheerful," although he knew that a desperate battle was awaiting him. On the field of Waterloo he gave his orders at the most critical moments without the slightest excitement.



The Dowswell Manufacturing Company Ltd.

Corner of Bay and Murray Streets

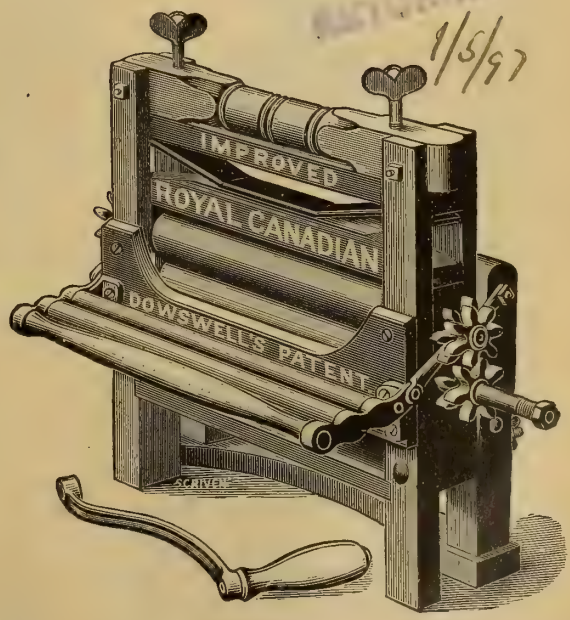
HAMILTON, CANADA

MANUFACTURERS OF . . .

Wringers
Washing Machines
Barrel Churns
Mangles
Hose Reels
Trucks and

SPECIALTIES

Of all kinds



Eastern Agents:

W. L. HALDIMAND & SONS

MONTREAL

Write for . . . .

CATALOGUES and Prices

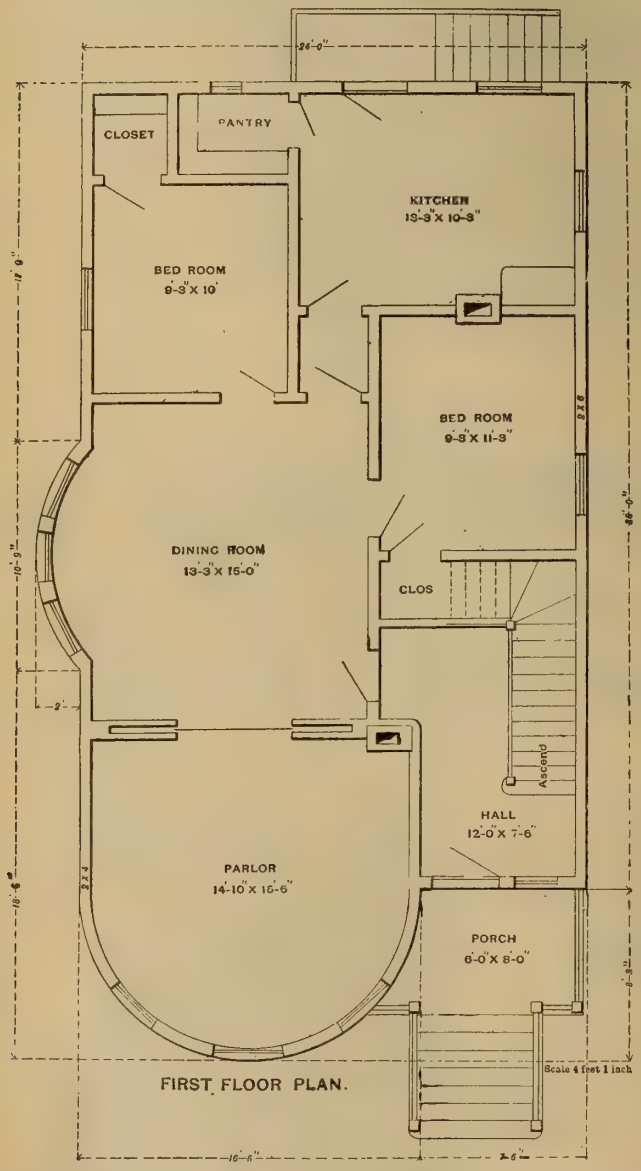
SUGGESTIONS FOR CLERKS.

By Lyle Merton.

WHERE is the clerk who is not expecting larger pay? I doubt not but that this absorbing question is forever uppermost in the minds of most young men employed in business houses.

It is the one question with many of them, and in their desire for its attainment they often overlook the requisites of true success.

Clerk service, like every other commodity in the commercial world, is regulated by that inflexible law of supply and demand. The wages any young man earns will, in ninety-nine cases out of a



Floor Plan of Summer Cottage for Merchants.

hundred, depend upon the quality and amount of work he renders his employer.

Although clerks often imagine themselves underpaid, they fail to realize that if they would receive more pay they must show their ability to earn more than they actually receive. No one will be advanced to a higher position who does not show that he is able to fill it by doing his present work in the very best way possible.

Money is not the only compensation a clerk receives for his services. The knowledge of the business and the foundations of the principles upon which all business is conducted is of value to every clerk, and he should strive to learn all he can, as the knowledge thus gained will be worth dollars to him by-and-bye.

So, although the pay may be small, the youth should not overlook the fact that he is gaining a business education of more value than perhaps his wages. Should he receive no pay for the first few years of his career, the information given him would no doubt be sufficient remuneration for the service rendered his employer.

It is unwise for a young man to put salary forever first of all, and wish and pine for the days to pass when he can earn a large salary. Let his attention be given to some of the essentials which underlie a successful business career, and if he faithfully works to that end, ample remuneration will follow, as surely as night follows the day.

Let him first be prompt in getting to work in the morning and after lunch. It is best to be always a little early. It is a good sign for a young man to be on the ground before his fellows. It shows that he does not begrudge giving his employer a little more time than is expected of him.

When you see a young man loafing around the corner just for the sake of putting in the time, as he does not wish to go into the store until the noon hour has fully passed, you may rest assured that he is not more than a very ordinary clerk. Yet, if you were perhaps acquainted with this young man, he would complain of the smallness of his salary.

Then every clerk should keep his eyes and ears about him and use his best judgment in doing his work. He should put thought into the little seemingly trivial details of his daily round of duty.

He may have no trouble in keeping himself busy, but if he has much work to do, he should learn to do what is most necessary first.

I have seen young men who were real plodders, who would work faithfully, but did not seem to have sufficient ability, (or else did not use their brains) to realize that part of their work which first needed to be done. All their work was of equal importance to them and they just went to work at what came before them, while perhaps a portion of their work needed especially to be done.

For instance, the invoice clerk may imagine that while he diligently works at making out invoices, he is doing his whole duty; while if he would stop to consider, he could readily understand that the nearby customers would need their invoices at once, while those several hundred miles away would not receive their goods for some days and hence the invoice need not be sent until those nearer at hand were attended to.

Then another point which every clerk should consider, should be an interest in his employer's affairs. He should have the same careful regard for his employer's interests as if they were his own. If he is actuated by this motive he will not willingly destroy or waste anything about the store; and he will find that such an interest will soon attract the notice of the proprietor.

Then above all I would put unscrupulous honesty as the most important element in every young man's business life.

The temptation to purloin some little article may sometimes be great, but let everyone determine to pay for every article taken from the store.

In fact, it should be bought from an older clerk as if you were a customer and not an employe.

Do nothing that will excite the least suspicion, but let all your actions be actuated by right motives; and if you will observe some of these simple suggestions, success and pecuniary gain will come to you about as soon as you are able to receive them.

The discipline which is the main end in education is simply control acquired over one's mental faculties; without this discipline no man is a strong and accurate thinker. "Prove to me," says Mrs. Oliphant, "that you can control yourself, and I'll say you're an educated man; and, without this, all other education is good for next to nothing."

The Portland Rolling Mills Co. Ltd.

Manufacturers of . . .

Refined and Common Bar Iron, Rivet Iron, Car Axles, Shaped Car Truck Bars, Hammered Shafting and Shapes, Steel and Iron Nail Plate, Fish Plates, Railway and Ships' Spikes, Cut Steel Nails and Spikes, Clinch Nails, Tacks, Brads, Shoe Nails, Etc.,

. . . AND . . .

DIAMOND BRAND HORSESHOES

BEST IN THE MARKET

Office and Mills:

Strait Shore - ST. JOHN, N.B.

FINE ART HARDWARE A SPECIALTY . . .

SANTO & CARRELL

Manufacturers' Agents

HISCOX BLDG., LONDON, ONT.

Distributing Branches . . .
Montreal, Que., Toronto, Ont.
St. John, N. B., Winnipeg, Man.

Agents for E. C. Atkins' Celebrated Saws and Tools, of Indianapolis, Ind.

We Carry . . .

Upholstery Hardware	Can Openers	Castors
Hose Attachments	Cordage of all kinds	Cutlery
Lawn Hose	Galvanized Iron	Cartridges
Lawn Mowers	Belting (oak tanned)	Solder
Lawn Sprinklers	Babbitt Metals	Copper
Garden Rakes	Mixed Paints	Rivets
Screen Wire Cloth	Dry Paints	Pencils
Screen Door Hinges	Bar Lead	Rules
Builders' Hardware	White Lead	Antimony
Saws and Tools	Oil Heating Stoves	Twines
Shutter Hinges	Oil Cooking Stoves	Spelter
Hat and Coat Hooks	Post Hole Diggers	Tin
Razor Strops	Shovels	
Glass Cutters	Padlocks	

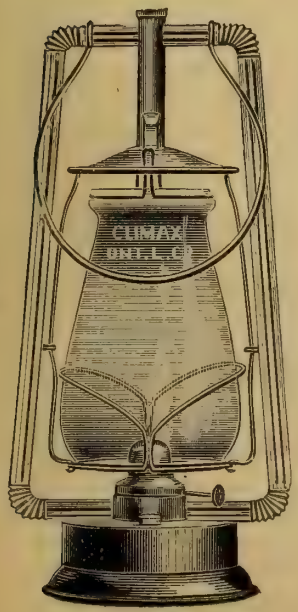
. . . Write for prices on . . .

Nonpareil Anti-Friction Metal.

For Machinery Bearings it has no equal.

HERE WE ARE FOR 1897

Safety Tubular Lanterns



Royal Cold Blast Lanterns
Climax Lift Lanterns
Climax Tilt Lanterns
Climax Crank Lanterns

ALSO

Railroad Lanterns and Burners
Banner Lamp Burners
Lamps, etc., etc.

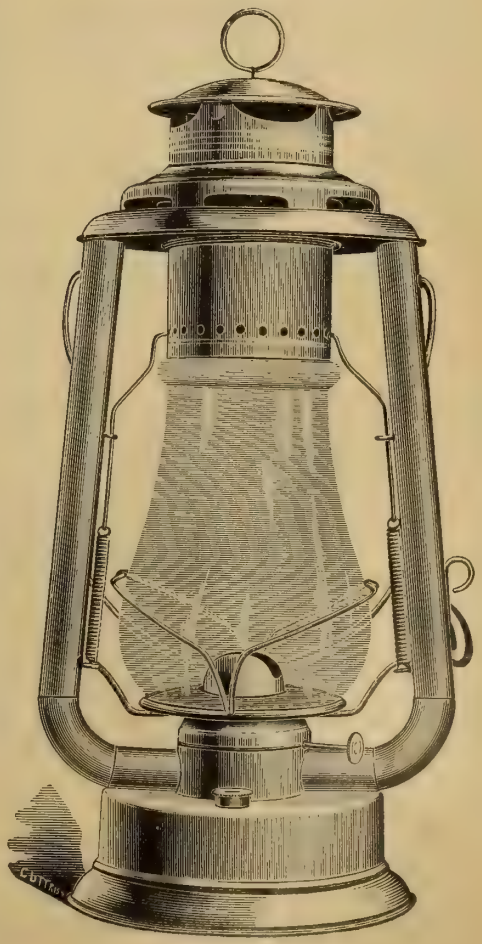
Manufactured by

THE ONTARIO LANTERN CO.

. . Hamilton, Ont.

WALTER GROSE

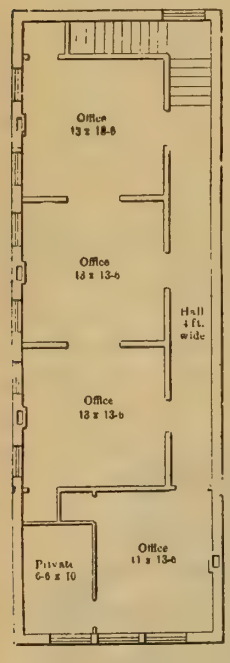
Sole Selling Agent MONTREAL



PLANS FOR A COUNTRY STORE.

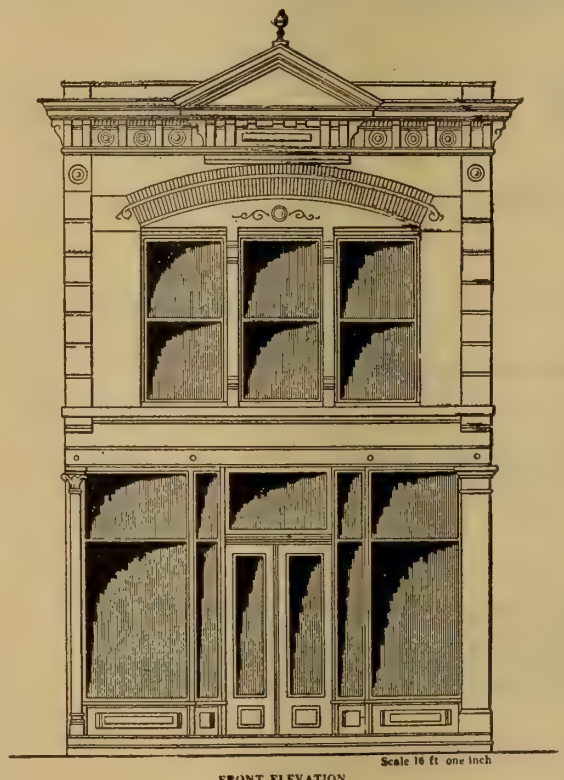
HARDWARE AND METAL has on several occasions been asked to furnish plans suitable for country stores. Subjoined we present a design taken from The National Builder for a country store building, 20 feet wide, arranged for a corner, with a side or rear entrance to rooms in the second storey, either to be used as offices or apartments. The elevation shown is drawn to a scale of 16 feet per inch, and the floor plans are 32 feet to an inch. The building should be erected on a stone foundation wall, 18 inches thick, or a footing 18 x 24 inches, laid in lime mortar. The first storey wall should be 16 inches in thickness, and the second storey 12 inches thick, of good, hard-burned brick, all laid in good mortar.

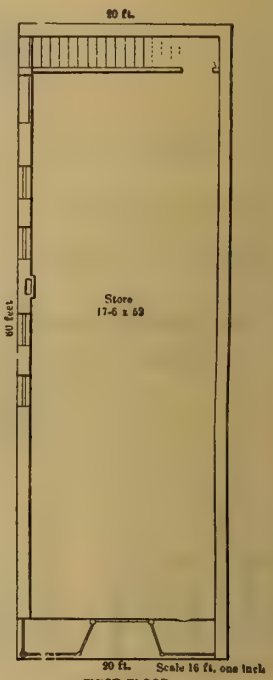
The front of the second storey may be finished in selected or pressed brick, of a yellow or red tint, laid in black putty, rod joint. These bricks should have stone trimmings as caps and sills, as indicated by the signs of the elevation. The first storey store front should be constructed of iron columns, finished with oak sash



SECOND FLOOR

SECTION


Scale 16 ft one inch
FRONT ELEVATION



FIRST FLOOR

and doors, the thickness being 2¼ inches, finished up in the usual manner with door-plate, imposts, panels, etc., of the style and workmanship indicated by the drawings.

The glass for the store front to be plate, all other glass double strength. The joist for first and second storeys of this building should be 2 x 14 inches, of pine, placed 12 inches from centres; the ceiling joist of second storey being 2 x 6 inches, set 16 inches from centres; the rafters being 2 x 10 inches, set 20 inch centres. All joist and rafters to be bridged twice with 2 x 2 inch cross bridging. The floors and roof to be covered with 1 x 4 inch mill-worked flooring, blind nailed. The first storey should have an extra hardwood floor of 1 x 3 inch maple. The flat roof may be covered with single sheets, flat lock, or with composition formed of four thicknesses of felt, covered with gravel.

The building should be plastered in two-coat work, hard finished, or, the ceiling of first storey may be finished up with 1 x 3 inch fancy-beaded and matched pine, blind nailed. All doors of the second floor to be 2 feet 8 inches wide, by 7 feet 6 inches high, of pine, finished, five panels, O. G., all hung and trimmed with suitable hardware. The castings for all the doors and windows to be 1 x 5 inch molded pilaster, the base being 8 inches high, molded, all in clear pine. A building of this character, erected within good building centre, would cost $2,500 to $3,000. In another part we print plans for a neat summer cottage. Hardwaremen sometimes build such places for themselves, and even those who do not may sometimes be called upon to advise people who may desire some such cottage.

A UNIQUE BUSINESS LETTER.

A St. John, N.B., wholesale hardware firm recently received a letter which, to say the least, is somewhat unique, in more ways than one, in commercial literature. Omitting names, the letter reads as follows:

MARCH 8th, 1897.

Mr. —— I want you to renew all of the notes for a month apart and i can pay you all then and if i miss on a note i can get help to pay them if i cant meet a month's payment i am agoing to take a person that is on the town to keep for a year and i can send you 5 dollors every month i get 5 dollors a month if you cant renew the whole of them it is no need to renew at all for i cant pay you I do not want to cheat you out of it but it is no use of me to try and pay it for i cant and if you send me the whole of it in 5 dollors notes i will sign and send them back and pay you 5 dollors the last of every month you are sure of it the last of every month for i will be puntual and send it for a man can get that much a month for there is nothing doing now if you want the house you can come and get it any time for i have not got even a hen all i want is a week warning and i will get out or if you want me come and get me i have not got nothing and that is all i can do.

And if you renew the rest of them I will sign them and the rest of the notes you have sent and send them back all together rite as soon as you get this.

After some consideration of the matter the recipient of the above letter decided to renew the notes as requested.

A WIRE FENCE WITH STRENGTH.

The Wire Fence Manufacturing Co., of St. John, N.B., are manufacturers of woven wire fencing for farm, railroad and ornamental purposes. Their Star fence, which they recommend, contains thirteen straight bars in a four-foot fence. They claim that it is the strongest woven wire fence made, the breaking strain being twenty-two thousand four hundred pounds (22,400). Their advertisement furnishes additional particulars.

Established 1886. -:- *Telephone 2489.*

DOMINION COPPER AND BRASS WORKS

Manufacturers of

DISTILLERS', BREWERS', CONFECTIONERS' AND MARINE

COPPER AND BRASS WORK

VARNISH KETTLES, DYERS CYLINDERS, BATHS, BOILERS, FIRE EXTINGUISHERS, BRASS RAILING, METAL SPINNING, AND BRASS CASTINGS, STEEL SODA WATER CYLINDERS.

COULTER & CAMPBELL

155 and 157 George St. and 2 to 12 Britain St. Toronto, Canada

NOW is the time to send in your SPRING ORDERS for

ALABASTINE

A full line of . . . .

BRANDRAM'S GENUINE IMPORTED LEAD in stock.

WILLIAM HILL,

327 St. James Street,

MONTREAL

Schram Waterguard Co., Ltd.

87 Richmond West

TORONTO

Manufacturers of the

SCHRAM PATENT . . WATERGUARD

An attachment for producing Pure Water without noise or splash.

Also dealers in "Witch" Soap Pocket Leaves, Patching Rubber, Bicycle Oil, Cement and Pumps. . . .

BELTING

W. A. FLEMING.

57 St. Frs. Xavier St. MONTREAL | 24 Front St. E. TORONTO | Victoria Chambers. OTTAWA.

The Niagara Falls Metal Works Company Ltd.

Niagara Falls, - Ont., Canada.

MANUFACTURERS

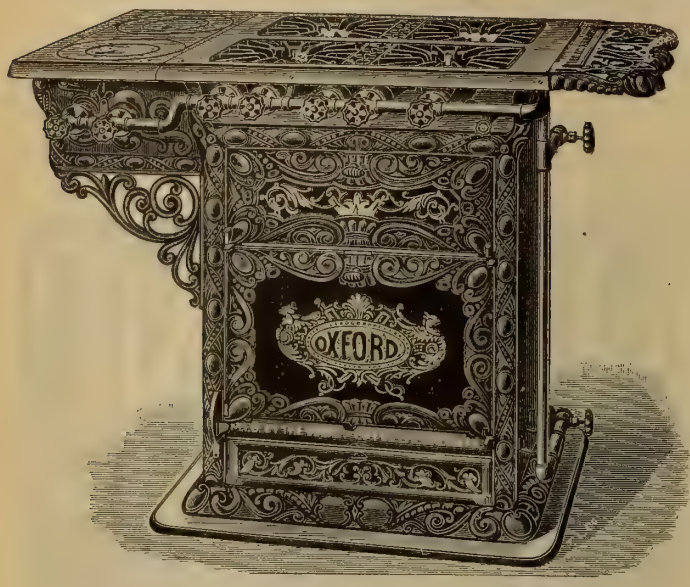
Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

. . . . SUMMER STOVES . . . .

OXFORD GAS RANGES

400 and 500 Series

NEW AND ORIGINAL DESIGN FOR SEASON OF 1897



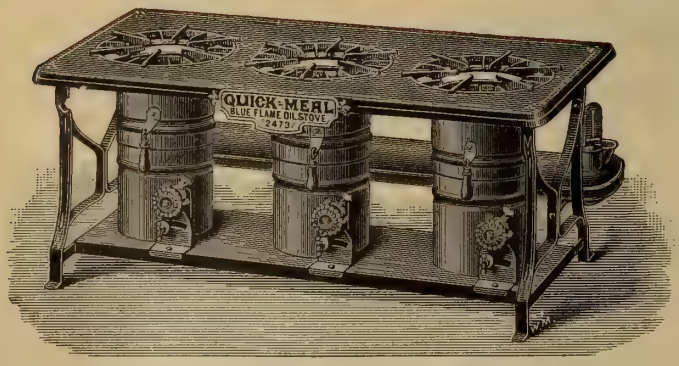
Baking Oven, 18 x 18 x 12 in. Broiling Oven, 18 x 18 x 6 in.

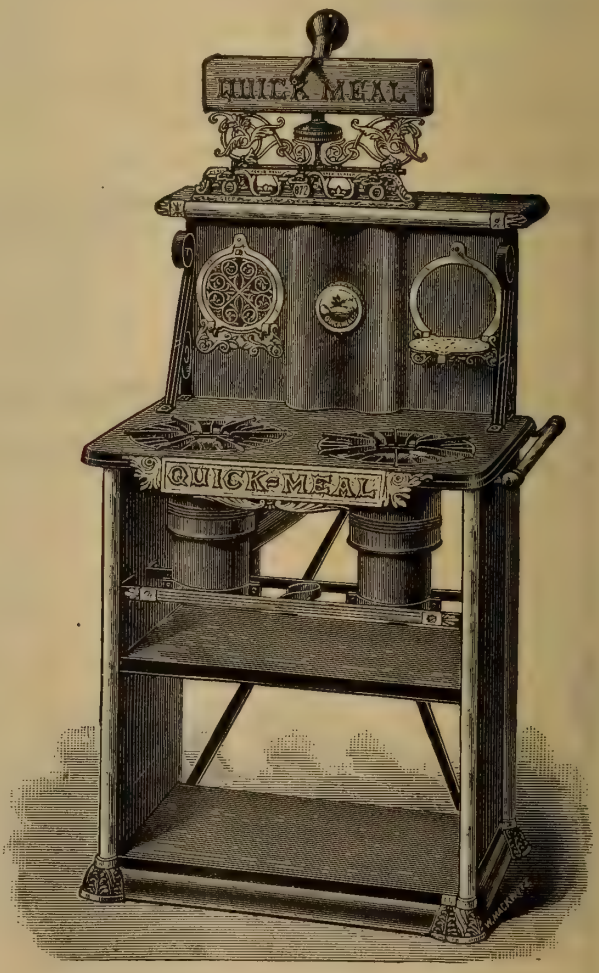
FEATURES

Broiler Oven on Top. Flush Top.
Removable Griddles Over Each Burner.
Drop Spring-Balanced Oven Door.
Simmering and Double Burner with Each Range.
Cast Iron Burner and Tube in One Piece.
Needle-Point Valves.
Adjustable Air Mixers.
Large Oven. Ventilated Oven.
Powerful Water Heater.
Bodies Japanned Inside and Outside and Asbestos Lined.

We manufacture this range with Single Oven, Single Oven and Water Heater, Double Oven (one Roasting and Baking Oven and one Broiling and Toasting Oven), and Double Oven and Water Heater. We are the originators of this style Range with the **BROILER OVEN ON TOP,** the convenience of which will be at once appreciated, as stooping is obviated when watching the process of cooking.

QUICK-MEAL GASOLINE AND BLUE-FLAME OIL STOVES





Give Universal Satisfaction and are so well known that it is sufficient to say that they are Perfect in Construction, Handsome in Finish, Simple, Safe and Economical in Operation. These lines are

Standard Goods. Extensively Advertised.
Quick Sellers. Are Business Bringers.

SEND FOR CATALOGUES.

WE ARE SOLE CANADIAN AGENTS.

The GURNEY FOUNDRY CO. Ltd., Toronto.

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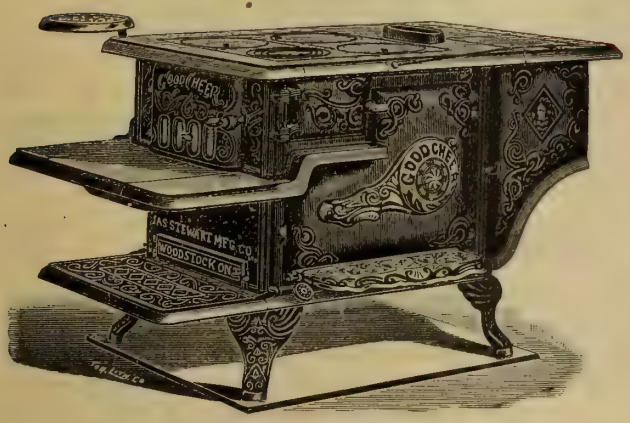
The Unequalled Success of Our

"GOOD CHEER" STEEL OVEN STOVES

RETURNED 10/5/91



"Good Cheer" Steel Oven Cook Stove. Two sizes, each Square and Reservoir for Wood. One size, each Square and Reservoir for Coal or Wood.

Is Common Talk Everywhere.

THEY

Sell More Readily

THAN

ANY STOVE IN THE MARKET.

"GOOD CHEER" STOVES AND RANGES

ARE

. . LEADERS . .

RETURNED 10/6/91

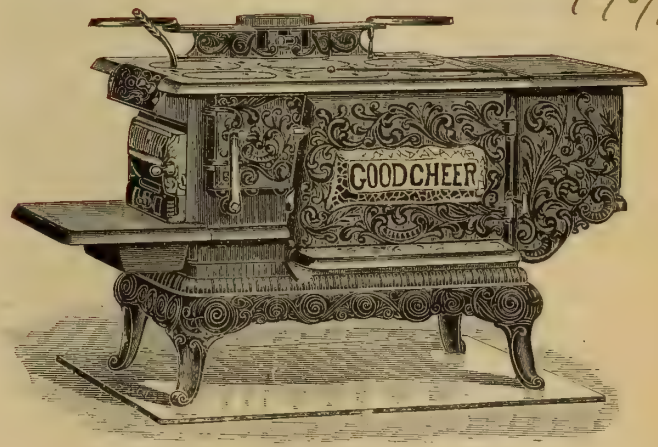
We Guarantee every

"Good Cheer"

PERFECT

Thousands now in use.

Write for Prices.



"Good Cheer" Steel Oven Range for Coal or Wood. Three styles, each Square and Reservoir. With or without High Shelves or High Closets.

The James Stewart Manfg. Co. Ltd.

WOODSTOCK, ONTARIO

Represented in Manitoba and Northwest Territories by JAS. H. ASHDOWN, WINNIPEG.

A BRIEF HISTORY OF IRON MAKING.

BY W. L. E.

THE history of iron is the history of civilization. Without iron the world would undoubtedly have managed to exist. Iron is not essential to our existence; but it decidedly helps us to exist, and that materially. Had not Nature given us iron there are other metals which she has given us, in great variety, which that inventive genius which is born of the mother of necessity would undoubtedly have enabled us to devise ways and means of creating greater utility in than has hitherto been the case. But whether this possibility be rejected or accepted, one thing is certain, we have yet discovered nothing in the earth beneath or in the water under the earth that possesses the utility of iron. The surgeon and the warrior, the manufacturer and the mechanic, the merchant and the consumer, the traveler and the man who never goes abroad, all alike owe an incalculable debt to the utility of iron.

The world was immensely benefitted when the Stone Age gave place to the Bronze Age. But the benefit the world received with the advent of the Iron Age is incomparably greater than man can either think or speak of. Without iron we would have been without much of our civilization of to-day. Civilization has undoubtedly helped in the work of extending the usefulness of iron, but iron has paid back, and that with good interest, all the utilitarian properties it owes to civilization.

Like a good many other things which are now numbered among our every-day appliances, the dawn of the history of iron is associated with mythological legends.

THE DISCOVERY OF IRON.

When iron was first discovered no one will ever know. The ancients credit it to the burning of the forests on Mount Ida, Crete, when, the ore being melted, the iron ran down the mountain side in streams, revealing to the inhabitants the melting properties of what they had hitherto no doubt looked upon as a species of stone.

In Holy Writ, the first mention we have of iron is in connection with Tubal-Cain, "the father of all such as work in brass and iron." And Tubal-Cain is set down as being five or six generations removed from Enoch.

Le Play observes that "most of the fundamental phenomena of metalling were discovered and regularly applied to the wants of man before the physical sciences existed." We are also told that "it is highly probable that the Egyptians were early acquainted with the use of steel. The Hindoos, too, extracted iron from the ores at a very remote period. Indian steel was an article of commerce many years before the dawn of the Christian Era. Even while the Hebrews were leading a nomadic life, the Chinese were not ignorant, it is believed, in the use of iron implements.

It is held that the first country in which iron came into common use was Greece. Homer, some three thousand years ago, pointed out that this metal was used by his fellow countrymen in making poleaxes, shipwrights' tools, plough shares, sheep hooks and chariot axles.

It is, however, in Roman history that we come fully into the Iron Period. The fact that the Romans were more conveniently placed in regard to iron mines than either the Greeks or Egyptians may account for this. They had access to the ores of Elba, which in ancient days, as well as now, were noted for their richness.

Ancient Egypt had some acquaintanceship with the use of iron, although little of that metal was found in that country. That acquaintanceship, however, was not great, for throughout the whole period of Egyptian history known as ancient they used copper in preference to iron in the manufacture of mechanical tools and kitchen utensils.

THE ART OF SMELTING.

The art of smelting dates from remote antiquity. The original methods were naturally crude and laborious. "To form a clear conception of the progress of smelting," remarks a writer, "one has only to picture the Hindoo, toiling laboriously at his skin bellows to extract a few pounds of iron from his little furnace, and then direct attention to the gigantic blast furnaces of modern times, urged by engines of a hundred horse-power, and each yielding upwards of 200 tons in a week."

On Egyptian sculptures of about 3,300 years ago are inscriptions representing smiths working at a forge. They are provided with two simple leathern bellows, which are inflated by strings pulled by the hand, in a manner exactly similar to that employed in Burmah to-day.

Aristotle, over 300 years before Christ, describes the making of cast steel in India as "heating on a charcoal hearth about one pound of malleable iron, cut into small pieces, with about 10 per cent. of dried wood, in clay crucibles, the covers of which were luted on with clay."

A writer a couple of generations before Christ states that in Elba the ore was reduced to small pieces and heated in furnaces, and that the charge when properly softened was removed and divided into small masses of spongy appearance, which were exported into Italy for conversion into tools.

Yeats, in his "Technical History of Commerce," states that probably the first important improvement in the production of iron was the substitution of the artificial blast for the natural draught.

Iron was smelted in Britain before the Roman occupation, and single-acting leather bellows with valves are said to have been introduced into Gaul during the fourth century after Christ.

IRON-MAKING IN THE MIDDLE AGES.

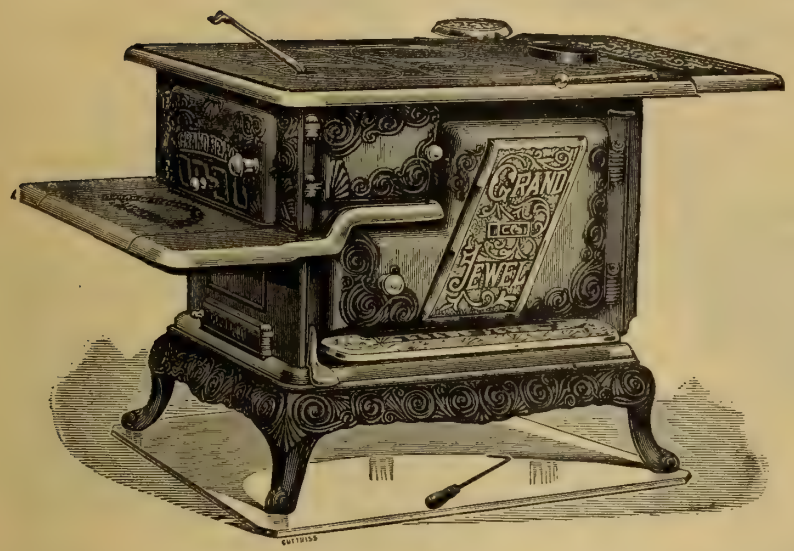
During the Middle Ages the chief development in the matter of smelting appears to have been in the gradually increasing height of the furnace consequent on the use of refractory ores. By this means greater absorption of carbon was ensured and a larger production of pig iron secured. The Middle Ages have been described by one writer as emphatically the "age of iron." And the reason, forsooth, for this was the fact that as soon as settled states evolved themselves out of the chaos of migrations they began to turn their attention to developing the abundant iron resources which existed in the northern parts of Europe.

IRON-MAKING IN ENGLAND.

In England the knowledge of pig iron dates from time immemorial, but its use and systematic production do not, according to Karston, a Prussian mineralogist, date farther back than the end

GRAND JEWEL...

COOK STOVES



Made with PATENT . . .

COLD-ROLLED SHEET STEEL OVEN ALL IN ONE PIECE.

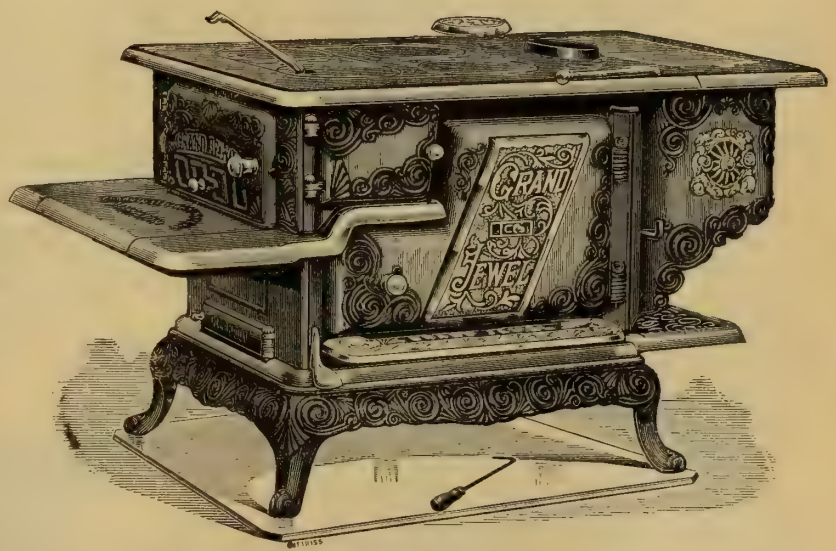
Will never Warp or Crack.

Grand Jewel Wood Cooks	Grand Jewel Coal Cooks
4 SIZES SQUARE 4 SIZES WITH TANK	3 SIZES SQUARE 3 SIZES WITH TANK
No. 9—19 Square	No. 9—19 Tank
No. 9—21 Square	No. 9—21 Tank
No. 9—23 Square	No. 9—23 Tank
No. 9—25 Square	No. 9—25 Tank

THE MOST SUCCESSFUL COOK STOVES EVER PRODUCED

POINTS OF MERIT.

1. Oven Plates are made of COLD-ROLLED STEEL, AND CANNOT WARP OR CRACK.
2. Heat passes more rapidly through steel than through cast iron, and therefore oven is heated more quickly and FUEL IS SAVED.
3. Oven is extra large and ventilated, and has our patent double flues in front, so that heat is distributed evenly.
4. The Grand Jewel is made with centre pieces between pot holes so wide that you can put on 4 large pots, or two large pots and a wash boiler, at one time.
5. The top is cast in 4 sections, and is therefore not liable to crack.
6. The Reservoir Top is flush with the Main Top.
7. The Ash Pit in Hearth is capacious, with ample room for Ash Pan.



The change from Wood to Coal or from Coal to Wood is readily effected by simply changing the Grate and the Fire Box Linings, so that a person using a "Grand Jewel" in a district where wood is becoming scarcer and dearer, will not find it necessary to buy another stove, but simply to procure a set of coal linings.

☞ **Save 25% in FUEL by using the GRAND JEWEL.**

MANUFACTURED ONLY BY

BURROW, STEWART & MILNE, - HAMILTON, ONT.

Wholesale Agents for Manitoba and Western Territories: Merrick, Anderson & Co., Winnipeg.
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MOORE'S LEADERS FOR 1897

MOORE'S STOVES HAVE STOOD THE TEST FOR 70 YEARS AND STILL THEY LEAD.

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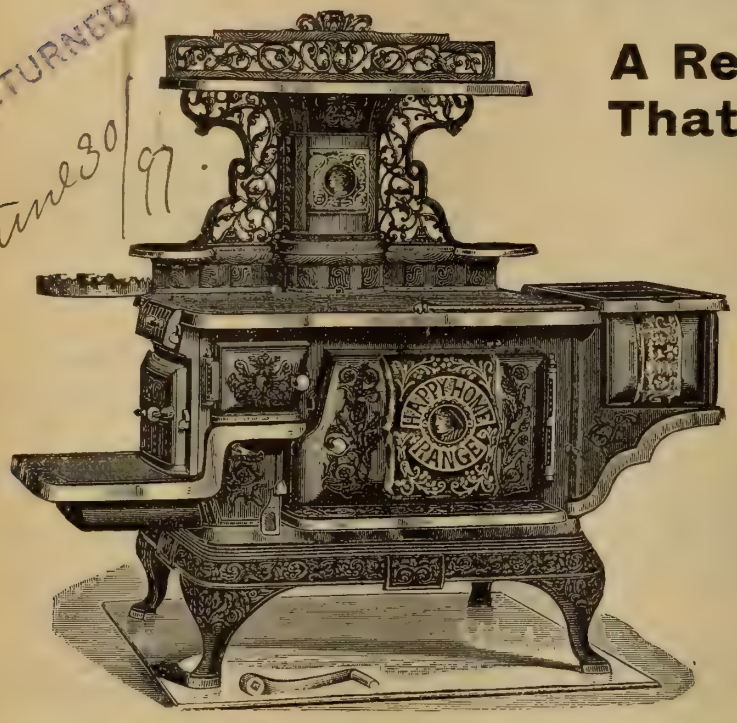


A Recognized Fact That Our

1897 Happy Home Range

Possesses more features of utility and convenience than any other Range in the market. This has been settled after thorough tests.

THEY—Operate perfectly.
Yield a good profit to Dealers.
Build up business.

Moore's Wood Cooks Sell on Their Reputation

BERMUDA
FLORIDA
PANSY

With Steel Or Cast Iron Oven

Do not place your order for Wood Cooks until you have seen our **NEW DESIGNS.**

NEW CATALOGUE in course of preparation.

RETURNED 5/5/97.

National Blue-Flame Coal Oil Cook

Positively no smell or smoke.
Neat Adjustable Wick Stop.
Top Drum raises Automatically when Wick is turned down.
Feed connection to Burner fitted into Solid Brass Castings.
Sell the **National** and keep your customers.

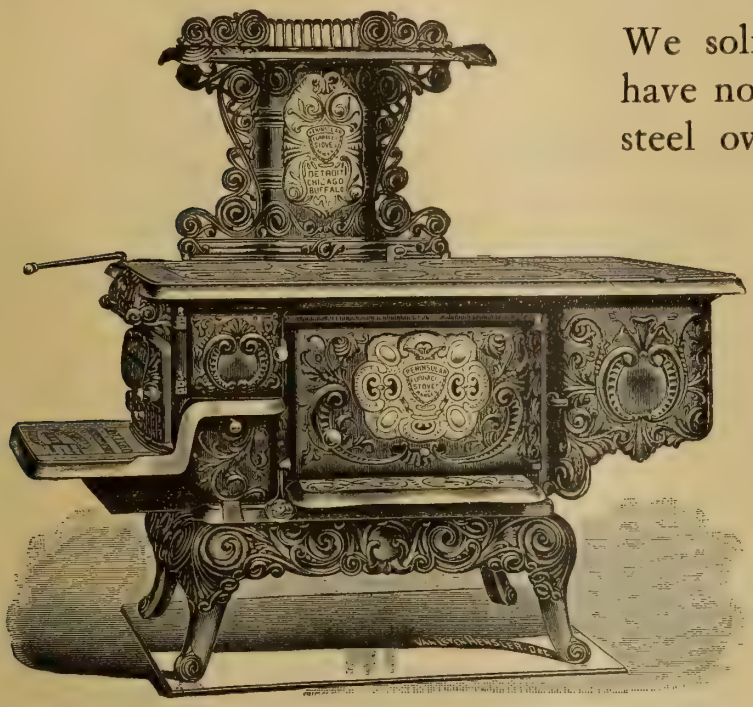
Write for Catalogue and Discounts.

The D. MOORE CO. Ltd. - Hamilton, Ont.

Manufacturers of . . .
"Superior" Stoves and Ranges.

Sole Canadian Agents for the Celebrated
National Blue-Flame Oil Stoves.

THE GRANITE RANGE



We solicit sample orders from dealers who have not yet secured control of this handsome steel oven range. Customers who placed samples on their floors are sending in many repeat orders, and acknowledge it to be the prettiest appearing range on the market.

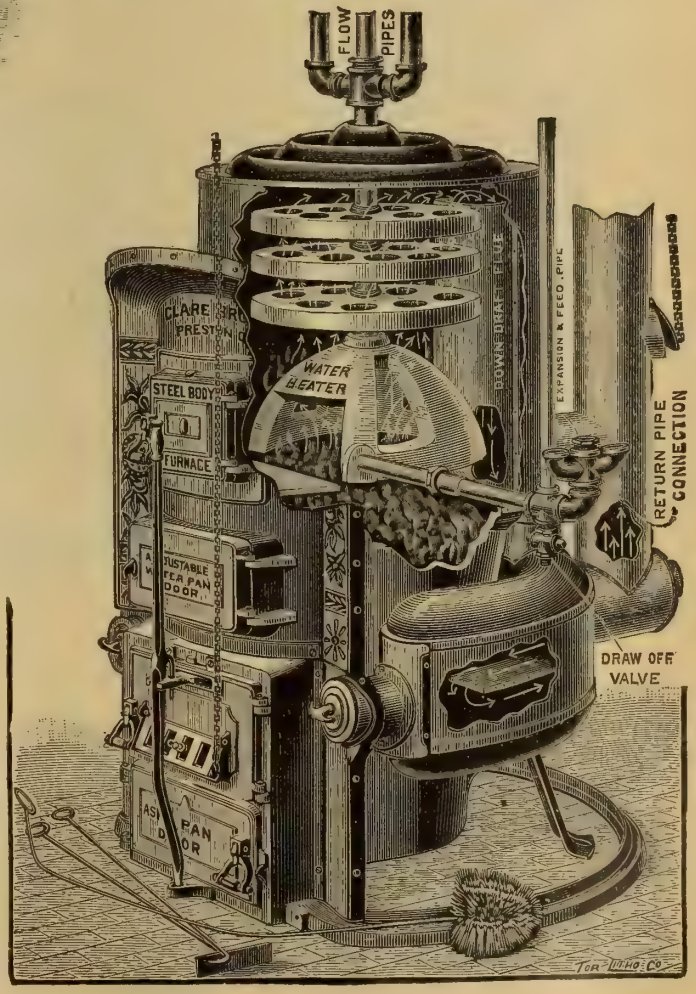
They are guaranteed to be perfect workers in every respect.

MAY WE SHIP YOU A SAMPLE?

Combination Heating

(WARM AIR AND HOT WATER)

The accompanying cut shows our "Marvel" warm air furnace with water heater fitted in dome. Live dealers find that they can very largely increase their sales by acquainting customers of the advantages of our combination system of heating. Besides, many customers have warm air furnaces who can be induced to add a few Hot Water Radiators, thereby increasing heating capacity of furnace with consequent economy of fuel.



New Hot Water Boilers and Radiators

In the course of a few weeks we will be prepared to supply a complete line of our new Hot Water Boilers and Radiators. They embody many novel and superior points of construction, and are exciting much interest among dealers who have seen them. **Ask us for cuts and prices.**

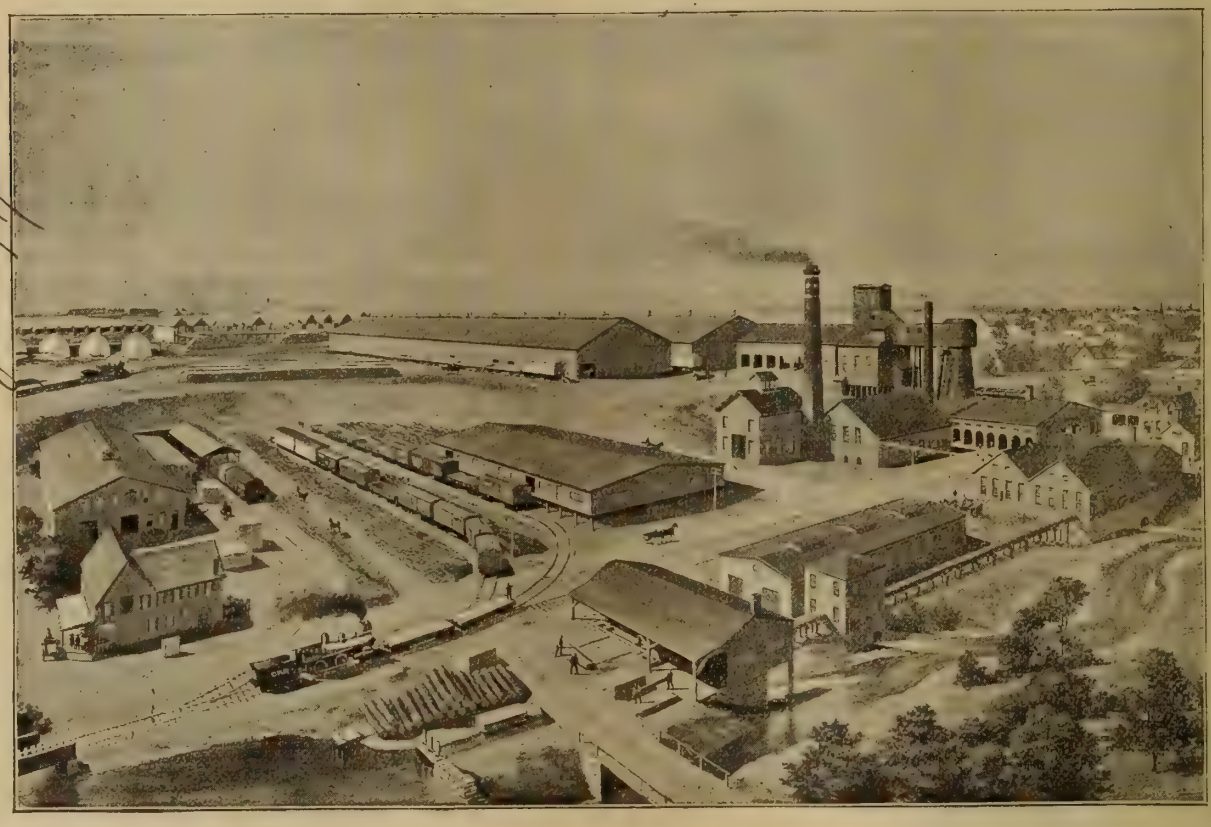
CLARE BROS. & CO. PRESTON, ONT.

Branches { 160 McGill St., MONTREAL
180 Market St, WINNIPEG

of the fifteenth century. This does not, however, deny the fact that blast furnaces were in regular working order in England at an early period, for ornamental castings were made in Sussex in the fourteenth century.

But the iron industry of England was not developed on of bed of roses. Besides battling against the forces of nature, it had whims and opposition of men to contend against. As the blast furnaces developed, the demands upon the forests for fuel became more urgent, and as far back as 1584 a stringent law was passed forbidding the further erection of iron works in the Weald, except under certain limitations. In 1619 we are told that Dudley produced both pig and wrought iron with coal in Worcestershire; but here the opposition of the charcoal producers frustrated his scheme. It was not till 1735 that the use of coal in the smelting of cast iron from the ore was successfully established; but 61 years afterwards saw the almost entire abandonment of the wood-charcoal process. The last furnace in [the] Weald of Sussex was abandoned in 1829, and twenty-five years ago there were only two or three left in the whole of the United Kingdom. With the substitution of coal for charcoal the manufacture of iron underwent an important revolution in Great Britain, until to-day that country produces annually between eight and nine million tons of pig iron and nearly four million tons of steel. When, one hundred years ago, in 1796, the wood-charcoal process was nearly obsolete, the output of iron in Great Britain was only 124,879 tons. The total coal production in Great Britain is over 200,000,000 tons annually, and for the British Empire about 223,000,000 tons, or about 36 per cent. of the world's production.

Sent by "Mining Review" Ottawa June 11/97



RADNOR FORGES, QUE.

IRON-MAKING IN CANADA.

Canada is in many ways admirably qualified to become a great iron-producing country, and whether the time be long or short she evidently will eventually become such. At present, however, her position among the iron manufacturing nations of the world is far down in the list. There are at least nine nations that surpass her. Iron ores abound in Canada, being found at varied intervals from Cape Breton to Vancouver Island. Magnetic ores occur in enormous quantities in the provinces of Ontario and Quebec, and hematite ores are found in all parts of the Dominion. Large deposits of chromic iron ore, averaging over 50 per cent. of metal, exist in the province of Quebec. A great deal of this ore is exported to the United States.

But, rich, abundant and varied as the iron resources of the Dominion are, the chief drawback to their development has been, except in Nova Scotia, the distance between the ore and the coal beds. In the exception the fuel and the iron are found in juxtaposition. "Even in Great Britain itself," says Sir William Dawson, the eminent geologist, "their two great staples of mineral wealth are not in more enviable contiguity, and the iron ores of Great Britain are in general neither so rich nor so accessible as those of Nova Scotia."

With the improved railway facilities which must eventually come in British Columbia, where coal as well as iron are found in abundance, we may confidently look for a steady development in that province of the iron as well as the gold mining industry. Ontario, while as richly favored in the matter of iron as any province in the Dominion, has yet to have coal found within her borders, and it remains to be demonstrated whether the anthraxolite discovered in Algoma is suitable or present in sufficient quantities to hope that the province will be able to provide the fuel as well as the ore.

DISCOVERY OF IRON IN CANADA.

The first discovery of iron reported in Canada was in 1667, although the Indians and Jesuit fathers were probably acquainted with the presence of iron before that. One year later specimens of iron ore were examined in Quebec by Sieur la Potardiere. In the records of Comte de Frontenac, who was appointed governor of New France in 1671, frequent reference was made to the St.

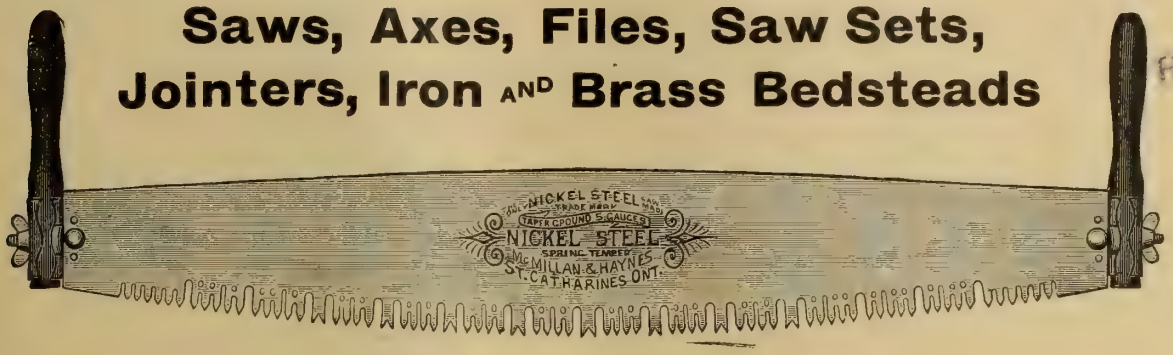
McMILLAN & HAYNES CO.

LIMITED.

MANUFACTURERS OF

St. Catharines, Ont.

Saws, Axes, Files, Saw Sets, Jointers, Iron AND Brass Bedsteads



THE ABOVE CUT REPRESENTS OUR CELEBRATED

Nickel Steel Cross-Cut Saw

WHICH IS RECOGNIZED BY THE TRADE GENERALLY TO BE THE BEST SAW EVER PUT ON THE MARKET.

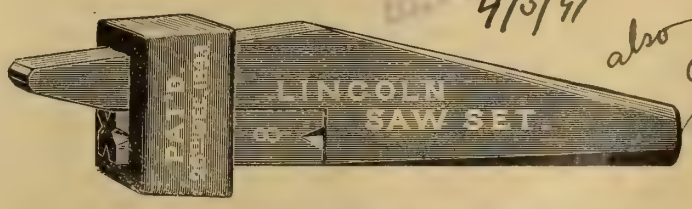
We are the only makers of

Brass... Bedsteads

in the Dominion.

LINCOLN SAW SET

is the only complete set made, being simple and fitted to set any cross-cut saw made, and is fully guaranteed to do its work perfectly.



WE PAY SPECIAL ATTENTION TO THE QUALITY AND FINISH.

Mail Orders will always receive our prompt and careful attention.

Maurice iron mines near Three Rivers. In 1672, in referring to the mines at St. Maurice, he said, in a letter to the Imperial Government: "I have visited it myself in order that I may be enabled to give a more accurate account of its nature. I am gratified to learn that another mine has been discovered in Champlain. * * * The important question is the placing of forges. According to my opinion, I should prefer building them on Ruisseau Pepin, which is in Champlain, rather than at the Cape, where the Jesuit fathers have a mill already in operation. By thus placing the forges they would be between the two mines, and the material could be more easily conveyed from both to the central establishment." He furthermore urged that when it was decided to establish the forges competent men should be sent out from France to work them. He was confident an excellent quality of iron could be manufactured, and remarked that the consumption of fuel would materially help in clearing the land. A letter written by the same worthy nine years later shows that he was at that period still urging for the establishment of the desired forge. "I wish," he said, "I had a man here who could plan the construction of an establishment of that kind."

In 1686 we find the Marquis of Denonville, Frontenac's successor, urging what his predecessor had. In the previous year he had sent a sample of the iron to France, which the iron workers there seem to have "found of good quality and percentage," and wished "to have fifteen or twenty bariques to give it a thorough trial as to quality."

CANADA'S FIRST FORGE.

It was not, however, till 1733, or 61 years after Frontenac first wrote to the Home Government in the matter, that a forge was established at St. Maurice, but the venture did not prove a success, for in 1735 we find the rights again reverting to the Crown. In 1737 a new company, acting under the King's authority, built a blast furnace, but it likewise proved a failure, and in 1743 the Crown was again in possession. By 1749, however, there were two great forges and two lesser ones in operation. A traveler who visited the forges in that year said: "The iron which is here made is described to me as soft, pliable and tough, and is said to have the quality of not being attacked by rust so easily as other iron. * * * They cast cannon and mortars here of different sizes, iron stoves, which are in use all over Canada, kettles, etc. * * * This is, moreover, the only iron work in the country, from which everybody must supply himself with iron tools and what other iron he wants."

In 1775 we find these same forges casting shot and shell for the American invaders to be used against the walls of Quebec. The traitorous owner, or rather part owner, fled to the United States the night before the battle of Point du Lac, and eventually found his way to France. The property had various experiences until it was purchased by Mr. George McDougall, of Three Rivers, who ran the works till 1883, when the oldest blast furnace, not only in Canada, but on this continent, was closed, ore and fuel being exhausted.

A blast furnace, casting house and two forges were established in 1798 on the Batiscan River, about six miles from its mouth, but these works died with their owner. And a period of nearly sixty years elapsed before another venture in blast furnace work appears to have been made.

This history being brief I must necessarily hasten on. The Radnor Forges, Champlain Co., an extensive sketch of which appeared in HARDWARE AND METAL four years ago, were started in 1860, and are still in operation. Various other attempts to start blast furnaces in Quebec have been made, but the end of them was death.

The dawn of iron manufacturing in Ontario dates from 1800, when a blast furnace was established at what is now Lyndhurst, on the Gananoque River. Its ruins are still visible. Then came the Normandale Furnace at Potter's Creek, County of Norfolk. This was in 1815, but it was abandoned in 1847, both fuel and ore (bog) having become exhausted. The Marmora Iron Works were started in 1830, and after various attempts under various owners went out of blast, apparently for good and aye, in 1875. In 1835 a blast furnace was established at Madoc, Hastings County, and abandoned, and in 1854 another in the township of Houghton, Norfolk County, but it, too, was abandoned after producing 400 tons of iron, which it was found would not chill. The erection of a blast furnace was begun in 1882 on the Burnt River, in Haliburton County, but the work was never completed. That was the last attempt at blast furnace work in Ontario until a couple of years ago, when the furnace at Hamilton was erected. It is owned by well-known capitalists, is turning out a good iron, and promises to prove what all other enterprises of the kind in the province have not—a success.

Only one smelting works was built in New Brunswick, and it turned out a failure, although the white pig iron it at one time turned out was exported to England for use in armor plates. It was started about 1848, but was closed about fifteen or sixteen years afterwards.

Iron ore was discovered in Nova Scotia in 1604, but it was not until about two hundred years afterwards that the first attempt was made to manufacture iron in the province, when a quantity of bar iron was made in a Catalan forge from the ores at Nictaux. It was in 1825, however, that the first attempt of any importance was made to manufacture iron in Nova Scotia, and it was by the Annapolis Mining Co., whose works were on the Moose River. Its final gasp came in 1872.

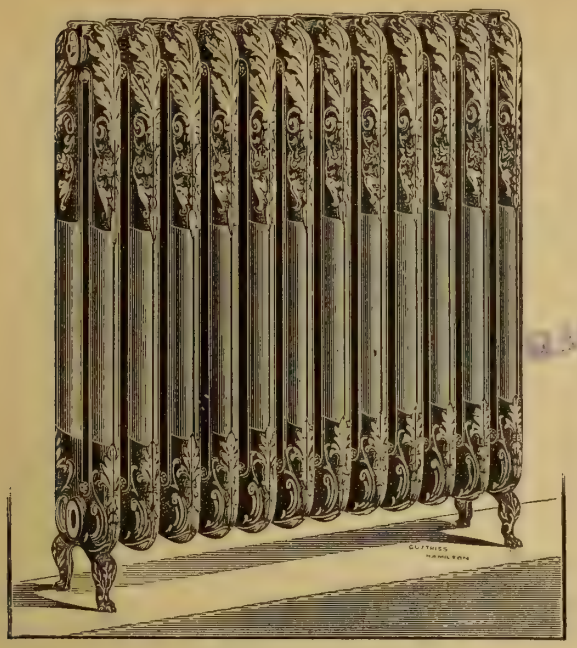
Nova Scotia is, however, to-day the chief iron-producing province in Canada, it possessing three out of the six furnaces that are now in existence in the Dominion.

The six blast furnaces are: The Nova Scotia Steel Co., Ltd., New Glasgow and Ferrona, N.S.; the Londonderry Iron Co., Ltd., Londonderry, N.S.; Pictou Charcoal Iron Co.; the Hamilton Blas Furnace Co., Ltd., Hamilton, Ont.; Canada Iron Furnace Co., Radnor Forges, Que.; Grantham Iron Works, Drummondville, Que.

The Dominion Government, as well as Nature, has been beneficent in regard to iron matters. In 1883 it authorized the payment of a bounty of $1.50 per ton upon pig iron manufactured in Canada, and in the following year $44,090 was paid out on that account. In 1890 and the two following years the bounty was reduced to $1 per ton, and the amount so paid went as low as $20,153 in 1891. In July, 1892, the bounty was increased to $2 per ton, to remain in operation till July 1, 1897.

In 1894 an Act was passed providing that the Governor-in-Council may authorize the payment of a bounty of $2 per ton on all pig iron made in Canada from Canadian ore, a bounty on all puddled bars made from Canadian pig iron from Canadian ore, and a bounty of $2 per ton on all steel billets made from Canadian pig iron and such other ingredients as are necessary in the manufacture of steel billets. These bounties are applicable till March 26, 1899, in the case of furnaces in operation on March 27, 1894, and in the case of furnaces beginning operations subsequent to that date, but before March 27, 1899, for five years from the date of commencing.

The Ontario Legislature has also lent its financial aid. In 1894 it passed an Act appropriating the sum of $125,000 to be known as the Iron Mining Fund, out of which the Treasurer is authorized to pay $1 per ton of pig iron produced from ores mined and smelted in the province. The sum thus paid is not to exceed $25,000 annually. In the session of 1896 it supplemented this with a bonus of $1 per ton on ore mined in the province, and at the session which just closed the Legislature concurred in a bill authorizing the Government to pay subsidies to railways in steel rails, wholly



4 WIDE LOOP—HOT WATER.

Hamilton Radiators...

Hamilton Radiators are the production of the best mechanical skill that modern science has enabled us to procure.

Hamilton Radiators are symmetrically correct, and for neatness of design and finish they are unsurpassed.

About April 1st our new and handsome Catalogue, illustrating the **Premier Hot Water Heater** and **Hamilton Radiators,** will be issued, and copies mailed on application.

MANUFACTURED BY

The Gurney, Tilden Co. Ltd. - - Hamilton, Ont.

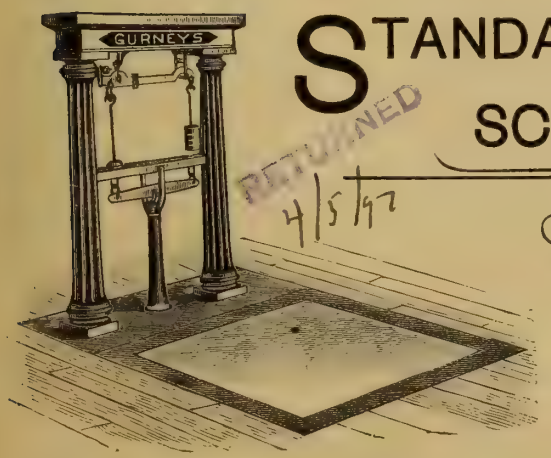
The Gurney Stove and Range Co. Ltd. - Winnipeg, Man.

ESTABLISHED 1856. REORGANIZED 1887.

The——

Gurney Scale Co.

MANUFACTURERS OF ....



STANDARD SCALES

HAMILTON, - ONTARIO.

Foundryman's Testing Machine

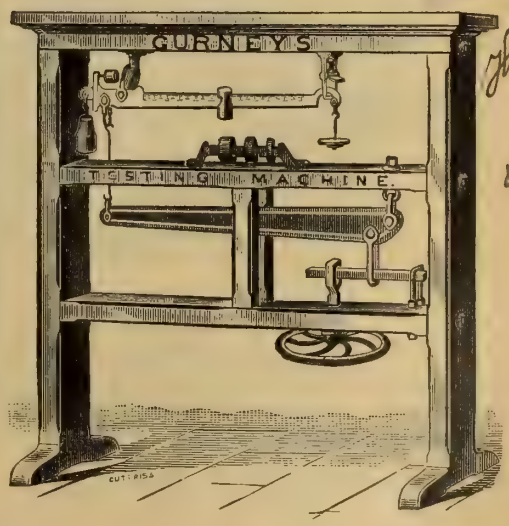
A durable and effective machine for the use of foundrymen in testing the strength of cast iron, and ascertaining the best mixture of iron for any work, thus showing positively which is the best iron for the requirements.

Can be done in a few minutes.

SUBSTANTIALLY CONSTRUCTED.

Highest Class of Workmanship.

CAPACITY 5,000 POUNDS.



... Manufactured by ...

THE GURNEY SCALE CO.

HAMILTON, - ONT.

or in part, instead of cash, the rails to be made from ore at least two-thirds of provincial production.

The quantity of iron produced in Canada since 1884 is as follows :

	Production.	Percentage to Total Consumption.
1884	29,593	36.2
1885	25,770	37.2
1886	26,180	36.4
1887	39,717	44.2
1888	22,209	31.2
1889	24,823	25.6
1890	25,697	22.7
1891	20,153	19.8
1892	30,294	30.5
1893	46,943	42 5
1894	62,522	57.7
1895	31,692	47.5
1896	*52,871	—

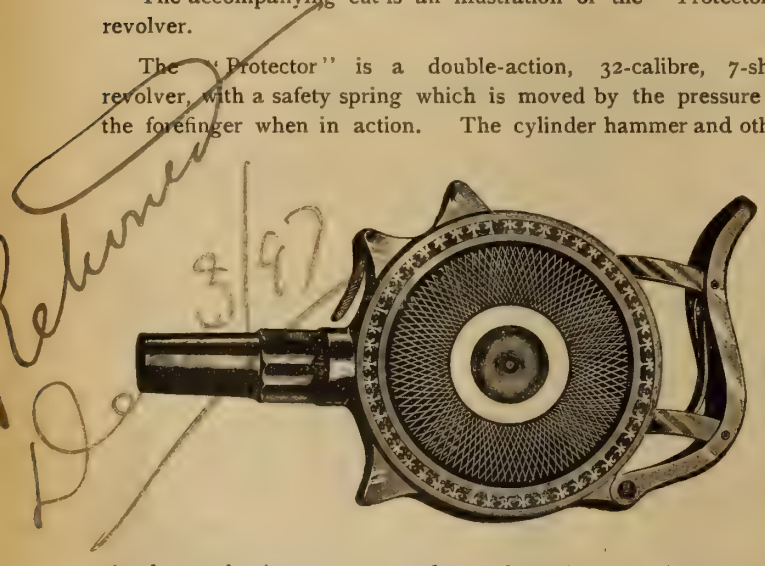
*The total production of pig iron in Canada during the calendar year was 61,839 tons. The figures given in the above table are for fiscal years ending June 30.

The amounts paid in bounties during the fiscal years since 1884 were : 1884, $44,090 ; 1885, $38,655 ; 1886, $39,270 ; 1887, $59,576 ; 1888, $33,314 ; 1889, $37,234 ; 1890, $25,697 ; 1891, $20,153 ; 1892, $30,294 ; 1893, $93,896 ; 1894, $125,044 ; 1895, $63,384 ; 1896, $105,741.

Canada's position as an iron producer, compared with other countries, is modest indeed ; but we possess the resources necessary to the attainment of a higher position among the iron-making nations of the world. And if we are wise in our generation we shall eventually secure the desideratum.

A HANDY REVOLVER.

The accompanying cut is an illustration of the "Protector" revolver.



The "Protector" is a double-action, 32-calibre, 7-shot revolver, with a safety spring which is moved by the pressure of the forefinger when in action. The cylinder hammer and other simple mechanism are encased, so that the cylinder revolves toward the barrel instead of from left to right, and the revolver is so compact that it can conveniently be carried in the vest pocket. The "Protector" can be fired with great rapidity. It can be carried in the hand ready for action without attracting attention.

In close contact it would be impossible for an opponent to knock a "Protector" from the hand of the person holding it. It is as easily withdrawn from the pocket as a watch. The revolver is constructed in the strongest possible manner, all of the wearing parts being of the best forged steel.

It is at once compact, light, convenient, strong, quick, durable, safe and effective. The ammunition used is the standard Winchester metallic cartridge, No. 32, extra short, rim fire.

A BIG BICYCLE'S NARROW ESCAPE.

IT is not generally known that the Stearns sextuplet, which is claimed to be the largest machine of its kind in the world, had a narrow escape from confiscation by the French Government during its tour on the continent. Not only did the sextuplet have a close call, but a number of tandems, triplets and other multi-cycles, made by well-known American manufacturers, were the object of several searching parties organized by the prefecture of Paris.

It seems that under the French law any article which violates in any respect the privileges of the patent rights of that country is liable to seizure and detention until royalties have been paid or the matter has been satisfactorily adjusted by the courts, which is a long and tedious process.

It had been thought that there was no question whatever that the American patents in bicycle improvements ante-dated those of the Frenchmen by several years. This is the case with almost every device that is characteristic of American bicycles ; but it turned out that on the French Government records was a patent upon a central draft chain such as is used on tandems, etc.

So far as is known, no previous attempt has ever been made to enforce the patent ; the inventor was apparently lying low and waiting for an opportunity. This came at the Exposition, at which most of the leading American bicycle concerns had handsome booths. Among them was the "Yellow Fellow" booth, and in charge was Mr. F. C. Sherman, the Stearns representative on the continent during the past season, and who is to sail again in a few days. A day or so after the Stearns booth was in shape Mr. Sherman decided to look about among the other exhibits. He was walking quietly about examining the various displays when he happened to overhear a few words of an animated conversation which was taking place between some French gendarmes and a man who turned out afterwards to be a holder of the French central draft chain patent. The officials were just about to start on their raid of the American booths looking for bicycles which violated the patent.

It did not take Mr. Sherman long to appreciate the situation. He hurried back to the "Yellow Fellow" booth, and, getting his assistants together, hustled the tandems and the huge sextuplet across the hall into the space occupied by an American lantern concern. There the machines were covered with rolls of canvas and carpet, and Mr. Sherman strolled back to the Stearns booth just as the Frenchmen were entering it with their search warrant. Not a central draft chain was in sight.

Mr. Sherman says that the chagrin and disappointment on the faces of the inventor and his official friends was amusing. As soon as they were convinced, however, that there was no violation of their patent in the Stearns booth, the officials left and Mr. Sherman, hastening to the headquarters of the Exposition management, secured a permit to take the multi-cycles out of the building, and, having done so, concealed them in the house of a friend until he had an opportunity to ship them out of the country with safety. In the meantime the gendarmes had gone to the Paris agency of E. C. Stearns & Co. and had ransacked the place, high and low, searching for the sextuplet and the tandems, only to be disappointed. Several other American manufacturers were not so fortunate.

Mr. Sherman says that he understood that a large number of tandems had been seized and are still being held pending the processes of the law.

Dobson : There goes a man who made his fortune by pure grit.

Hodson : How did he manage it ?

Dobson : Started a sand paper factory.

ESTABLISHED 1860

12/5/97

INCORPORATED 1895

SEAMLESS Retinned Dairy Pail.

Tinware Enamelled Ware House Furnishing Hardware

SEAMLESS Galvanized Slop Pail.

"ROYAL" "CRESCENT"

AND WHITE

Enamelled Ware.

Any of the above brands guaranteed not to chip or burn. Send for samples of "Royal," a new line, the prettiest goods ever offered in Canada.

Lightning Ice Cream Freezers

Revolving Wheel Dasher, Quadruple Motion

"New Process" Blue Flame Oil Stoves

NO SMOKE, NO SMELL
PATENT WICK ADJUSTER

This is the genuine article, not the one that is "just as good."

HEAT, NOT LIGHT

The Thos. Davidson Mfg. Co. Ltd. Montreal

OUR NATURAL RESOURCES--PAINT PIGMENTS.

By R M.

WHILE the steady development of our iron and steel industries affords to most of our readers a subject of ever-increasing interest, we are apt to overlook the fact that these do not represent the full value of our ore deposits.

The bog iron ore deposits in various parts of the province of Quebec have been for many years, and with varying success, utilized for the manufacture, not of iron castings, but of iron paint.

These ores, instead of being deprived of their oxygen by smelting, have had additional oxygen imparted to them by careful calcination, the result being a variety of bright red and brown oxides of iron, more or less magnetic, and of extreme purity. These oxides have been heard of in our markets for a good many years, but it is only within the last five years that they have attained to prominence. They have now practically superseded the oxides formerly imported from England, and it may surprise many of our readers to know that considerably over one thousand tons of refined oxide of iron paint is prepared annually from Canadian bog iron ore.

This paint is distributed over the various paint factories in the Dominion, where it is ground in oil and thereafter used for painting our roofs, bridges, structural iron and railway cars, for freshening our brick buildings, and for many other purposes.

But what is more interesting to all who desire the extension of the trade relations of the Dominion, is the fact that these iron oxides, because of their excellence, have forced an entrance into other markets. Our Government tables show that alike in the United States and England, Canadian iron oxides are finding a market in increasing quantities.

The deposits exist, as already stated, at various points in the province of Quebec. There are important deposits in the lower St. Lawrence, below Tadousac, which will have their development in due time.

The finest and most extensive presently known are located below Three Rivers, in which district beds of varying extent are scattered over several miles. The deposits near the village of St. Malo extend over a mile in length with varying width and depth, and present many features of interest.

To the traveler, apart from the view of the river, the country presents not one interesting feature ; to the sportsman more than any other, the meagre bush and low scrub afford considerable attraction, while to the agriculturist the district looks barrenness itself. Indeed, the habitant must have had a hard time until the discovery of the "peinture," which in these last years has, comparatively speaking, enriched the whole district.

Not that the deposits of themselves represent any very great intrinsic value, but their real value to the community consists in the labor and material necessary to their development.

These farm lands, whose crops appear the most meagre, become of more value than Northwest loam from the simple fact that underneath certain portions there is a soapy-looking substance, the mining and preparation of which affords employment all the year round to all the able-bodied men (and horses, too), in the neighborhood. The mining, roasting and washing occupy the summer and fall, while the chopping and hauling of the necessary cordwood fill up the winter and spring.

We have called the substance soapy-looking, and such it is. The surface soil is mossy, and on being bored shows, at depths varying from five to fifteen feet, a soft, yellowish pasty substance, which, on examination, is found to be sesqui-oxide of iron of almost absolute purity.

We will not wait to discuss the question of how this peculiar deposit found its way there, but simply state these facts by way of suggestion.

After removing the surface earth, exposing and then removing the oxide, the miners come upon a layer of sharp sand of considerable thickness.

On boring the sand clear water springs up freely. This water, on being placed in a glass, becomes dim and deposits a film such as we are accustomed to see at mineral springs. How many times would this film require to be repeated ere it formed a deposit ten feet thick ?

By this time our readers may be tired of the bog and its product. We will not wait, therefore, to detail the digging, hauling, washing, calcining, grinding and roasting, to which the substance is subjected in order to its being made available as a preserver and beautifier of iron and wood.

There are deposits in Ontario which were at one time operated in considerable quantity, but these appear to have succumbed for the present to the finer deposits in Quebec.

The most recent development in Canadian mineral pigments is not iron oxide, but graphite, called also plumbago, or black lead.

This article has long been mined, especially in Bavaria and Ceylon, the nature of the pigments being as remote from each other as are the countries in which they are found.

More recently, in various parts of the United States and Mexico, extensive deposits have been found and operated, and, within the last few years, our Dominion has given a substantial contribution to the world's production.

There are several companies at present operating near Ottawa, where the mineral is reported to be abundant, and some of it of excellent quality. It is also mined in New Brunswick, where the deposits are of a character distinct from any of the others.

Graphite has long been used in the manufacture of lead pencils, crucibles, stove polish, etc., each department calling for its own distinctive characteristic.

More recently it has been introduced as a pigment for the manufacture of paint, and has already attained a very great measure of popularity.

In 1896 there were mined in Canada for paint purposes alone about four hundred tons.

While our gold mines properly occupy much of our attention, it must be gratifying to all loyal Canadians to know that in the various departments of our manufactures we are constantly becoming less dependent upon other countries, our own inherent wealth being more recognised year by year. There is no doubt that our imports in many departments will continue to diminish, and that we will turn the tables on the markets, European and American, which have formerly supplied us, and enter the lists with them as competitors for the trade of the world.

MISNOMERS IN THE HARDWARE STORE.

Salesmen in every line of trade are often asked by customers for articles by strange misnomers.

A salesman in one of our local (oil and color) houses was recently asked for prepared vaseline, for putting on walls. A few questions by the intelligent clerk elicited the fact that it was prepared alabastine was wanted, and again the other day he was asked if he kept mutilated (methylated) spirits in stock. Next.

LAMPLOUGH & McNAUGHTON

General Importers

AGENCIES:

Theile & Quack, Elberfeld, Ger.
Hardware, White and Various Colored Enamelware. Fine Cutlery and Razors, Skates.

Hudson Knife Co., Solingen, Ger.
Pocket Cutlery. . . . . .

Bontgen & Sabin, Solingen, Ger.
Patent Folding Knives and Scissors, Horse and Hair Clippers.

Stacey Bros., Sheffield, Eng.
Table and Pocket Cutlery.

Ad. Arbenz, Lausanne, Swtd.
Celebrated Arbenz Razors.

E. L. Schmitz, New York
Service Pat. Safety Razor and Stropping Machines.

J. Manton & Co. Liege, Bel.
Guns, Rifles and Revolvers.

AGENCIES:

Jean Schramm, Nurnberg, Ger.
Artists' and Fine Brushes.

Rich. Berns, Antwerp, Bel.
Excelsior Belgian Portland Cement.

Stettin Gristower Portland Cement Works, Cammin, Ger.
German Portland Cement.

Robt. Hermes, Solingen, Ger.
Bicycle Parts. . . . . .

Trotha Jronworks, Trotha, Ger.
Bicycle Tubing of all kinds.

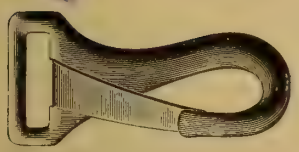
Radebeuler Foundry & Enamel Works, Radebeul, Ger.
Meat Cutting Machines.
Knife Cleaning Machines.

See our samples and prices before placing your orders elsewhere.

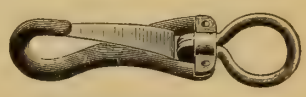
59 St. Sulpice St. - MONTREAL

What self-respecting railroad would put down Iron Rails to-day? THIS IS THE STEEL AGE.

Do you still sell **cast iron snaps?** One of these days your salesman will get laughed at for offering iron snaps to enterprising dealers, who know the merits of our . . . .



STEEL SNAPS



Bessemer Steel Harness Snap

Bessemer Steel Swivel Snap

We are the only manufacturers of STEEL Snaps in the world. These Snaps are forged from Bessemer Steel, and are guaranteed TWICE AS STRONG, size for size, as any other Snap made.

PLEASE TAKE NOTICE!

This Company now manufactures in its Canadian shops all of its regular hardware lines, i.e.,

STEEL TRAPS, STEEL CHAINS,
STEEL SNAPS, STEEL DOG COLLARS. Write for Prices to your Jobber.

We had to build a plant in Canada on account of the tariff. We employ about 100 Canadian hands.

ONEIDA COMMUNITY, LTD.

NIAGARA FALLS, ONT.
also NIAGARA FALLS, N. Y.

AS WHITE AS SNOW
AS GOOD AS GOLD...

The New Barnes

For full particulars of **AGENCY**
Write

...LEE & COMPANY

SOLE SELLING AGENTS,

Woodstock, Ont.

QUALITIES OF ALUMINUM COOKING UTENSILS.

I FIND that jobbers and retail hardware merchants in this country are slow in selling aluminum ware for two reasons, says a writer in Metal Worker. The first is that granite and enameled ware, tinware, etc., are so cheap at present that there is too great a difference in price for aluminum ware to be in great demand. Moreover, with the condition that the country is in, many people out of employment, who would otherwise purchase a good article, are forced to buy goods which are cheap, regardless of quality, not having the money wherewith to buy staple articles.

The second and most important reason is that aluminum kitchen utensils will so often lie upon the shelf of the retail store without their merits being made known to the consumer.

I have found it almost invariably the case, however, that where a customer for aluminum goods is once established by the retail merchant he will always sell that customer aluminum ware in the future. It has been noticed that the supply houses who sell direct to the consumers have been very successful with the sale of these goods.

They state that they have customers who insist upon aluminun for all articles in their kitchen, and feel very much disappointed when they cannot obtain these goods. The line of aluminum utensils is now so great that there are very few articles manufactured in enameled ware or tin which cannot be purchased in this metal. The manufacturers seem to be continually increasing their line, which, I believe, is a sure sign that the demand for the various articles must be increasing.

I have read at various times that aluminum has been misrepresented. Perhaps the statement made by some manufacturers may have been misunderstood ; for instance, that the scorching of food cooked in aluminum utensils, under ordinary circumstances, will not impart a burnt taste to the food. Or that you can cook in aluminum utensils without fear of burning. I have experimented with an ordinary saucepan made of this metal and have found that food that scorches clings to the metal and does not mix with the remainder, destroying its delicate taste. This scorching can be removed by allowing a little water to boil in the utensil for a few minutes. The same cannot be said of granite or procelain ware, in which the scorched or burned part does not cling to the metal, but by constant stirring the scorched substance will be mixed with the wholesome food, and the quality of the entire contents will be injured.

I have also heard it complained of that aluminum will burn if left upon the stove without water and allowed to become dry, while manufacturers have claimed that there is no danger of this happening. Is it not unreasonable to suppose that aluminum utensils can be left upon the hot stove and allowed to cook dry ? We all know that the metal will melt, as it is extensively used for castings. We understand that the heat required to melt aluminum is 1160 degrees, F. ; consequently, there is no doubt but aluminum utensils will melt if left upon a stove which has become hot enough to produce a white heat. An aluminum rice boiler was returned lately to a retail hardware merchant with the bottom completely burned out. The purchaser said that she had left the utensil upon the coals of the fire after removing the lid, and by accident the water had boiled out, and she insisted upon the dealer refunding the money, on the ground that the metal would not do as represented. The dealer, who had become acquainted with the properties of aluminum utensils, insisted that the purchaser had not given the goods a fair trial. He furnished her, however, with another vessel, impressing upon her that it was not made to cook upon an open fire, and furthermore, it was not supposed to be left upon the stove without water or some other liquid being contained therein. When last seen the customer was found to be perfectly satisfied, and said that aluminum utensils were by far superior to

STANDARD OF THE UNIVERSE

The New Barnes

CATALOGUE upon application To

...LEE & COMPANY

SOLE SELLING AGENTS,

Woodstock, Ont.

anything she had yet seen. She further stated that she believed the trouble with users of aluminum ware was that they did not appreciate the properties of such goods and subjected them to uses for which they were never intended. If an enameled pan should be left upon a hot stove and allowed to become perfectly dry the coating would chip; and I have heard it stated that when the porcelain once chips it is impossible to cook food in the pan without scorching it.

So I believe that, while the manufacturers of aluminum ware may have made some pretty broad statements, the source of the majority of complaints is from just such cases as the one described above. The goods, too, will become tarnished, but the discoloration can be easily removed by a little water. It is not so much from any fault of the metal that it tarnishes, but from carelessness in handling the goods. I believe further that there are people who imagine from the statements made by manufacturers that the goods require no cleaning; therefore they do not even give them ordinary attention. This is manifestly unreasonable. We all know that unless the weeds in the back yard are destroyed they will grow to an enormous height, so unless the first symptoms of discoloration or tarnishing are removed from an aluminum utensil its appearance will naturally become worse and worse as time progresses.

I read a few days ago an article which was sent out by one of the pioneers in the manufacture of aluminum utensils, quoting a customer who had purchased some of their goods three years ago. These goods had been in constant use up to the present time, and were described as being still in perfect condition. The customer now wishes to equip his entire kitchen with aluminum ware. While the utensils have not had the boom that some expected for them, there is every reason to believe that it is only a matter of a few years, when there is more money in circulation, that the demand for aluminum ware will show an immense increase. At the same time I do not think it will ever drive tinware and granite ware out,

AMENITIES OF STOREKEEPING IN MEXICO.

The traveling representatives of E. C. Stearns & Co. who are extending the business into foreign countries are having some peculiar experiences. F. Howard Tuttle, who at present is in the city of Mexico, recently sent in a report to the firm which included investigation into the financial standing of a dealer at Monterey who had applied for the Yellow Fellow agency.

Mr. Tuttle reports as follows: "I have known this man for some time and have known him to be responsible financially; but the night before my arrival in Monterey, a bartender who was very much under the influence of liquor came into Mr. Blank's establishment with the intention of collecting a bill. Mr. Blank was not disposed to pay it at that time, for the reason that the man was 'full,' and Mr. Bartender left the store to procure a gun. He afterwards came back to Mr. Blank's store and took a shot at him. In return Mr. Blank politely filled the bartender's stomach with buckshot which the aforesaid bartender could not digest. Mr. Blank at the time of my visit to the city was awaiting his trial, and he was in solitary confinement for 72 hours. I was unable to see him."

IMPROVEMENTS IN WHIPS.

The latest improvement in the construction of whips is the textilene and rubber lining which the Hamilton Whip Co., Hamilton, is using in all their output. This firm holds the patent for this improvement, and the advantages are not only in the keeping of the whip straight, but also in the adding of 100 per cent. to the wearing properties of the article. Every whip is thoroughly examined before leaving the factory and is also guaranteed to contain exactly the amount of rawhide or whalebone marked on each label. As regards assortment the firm manufactures over 300 different varieties, from the very cheapest to the best that can be made.

DESIGNS FOR DRESSING HARDWARE WINDOWS.

NO retail merchant who would be successful can afford to neglect his store window. A window that is untidy, like a man that is untidy, attracts only to detract.

Store windows were designed to be something more than avenues whereby light might get into the store: They were designed to be show cases for displaying samples of the goods which are on the shelves within the store.

There are some things in this world for which we cannot find a substitute. Window-dressing is one of them. A merchant may advertise. He may call upon his neighbor and sing the praises of his wares. He may, in fact, do a hundred and one things. But nothing can take the place of the window display.

Advertising, good goods, solicitation, are all independent and necessary factors in business building, but they all have their separate functions. None of them can perform the office of the window any more than can the window perform the office which devolves upon any of them. A square peg may be put into a round hole, but it does not fit notwithstanding.

Every limb comprising the human body has its own peculiar function; and every man who does not use every limb certainly suffers thereby.

Every factor in the business economy has its own peculiar function; and every business in the management of which every factor is not used suffers thereby.

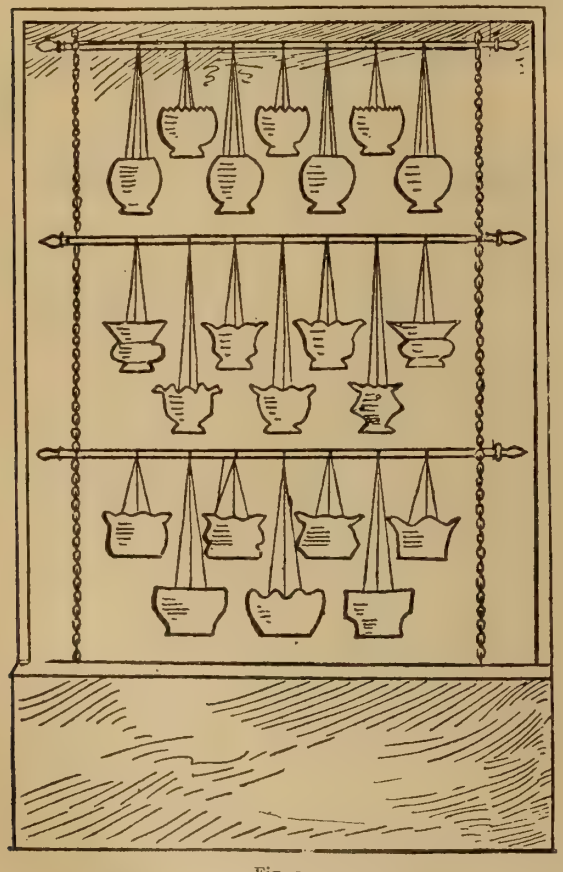


Fig. 1.

A man can row his boat across stream by the aid of one oar, but he can cross with a great deal more expedition and a great deal more ease by plying two oars.

A merchant may be able to do business without devoting any attention whatsoever to window-dressing, but it will be easier for him to do business by devoting some time and attention to window-dressing. The window display is an object lesson which every man, woman or child who has eyes can read as he or she passes the store. And its measure of effectiveness is proportionate to the skill of the person who arranges the display.

There are always two chief essentals to successful window-dressing. The one is skill in arrangement. The other is the character of the goods displayed.

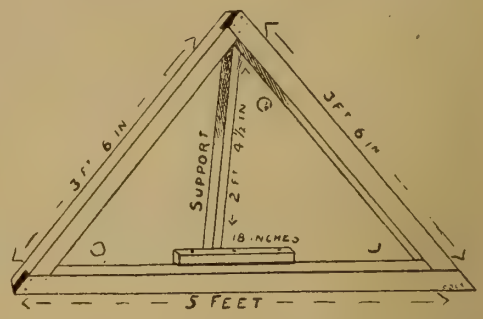


Fig. 2.

The effectiveness of the articles displayed is often minimized by the lack of skill in arrangement; and the effectiveness of mediocre articles is often enhanced by the skill exhibited in their arrangement.

Skill in window-dressing means something more than the mere arrangement of goods in a window; it implies also judgment in regard to quantity.

A surfeited window, like a surfeited stomach, is something that should be religiously guarded against.

The average person passing a store window wants to read as he runs. It is to this class of people that the window display should cater. It necessarily follows that to accomplish this overcrowding of the window must be avoided.

It is not in a multitude of goods that a well-dressed window is established. It is in a few that will arrest the attention of passers-by and create within them a desire to possess.

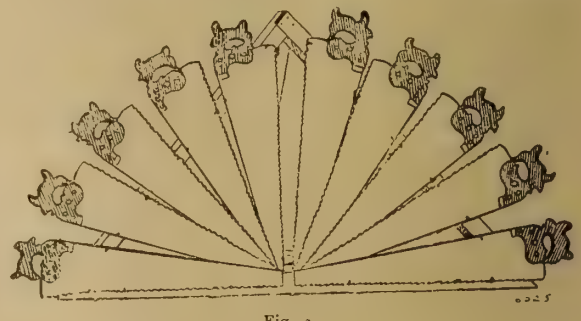


Fig. 3.

It is not within the power of every man to become an expert window-dresser, but it is within the power of every man to be able to attain more or less skill in displaying goods in the window. Any man who can think, read and keep his eyes open when he is abroad can soon acquire a measure of proficiency in the art.

A GAS AND LAMP GLOBE DISPLAY.

Fig. 1 is a scheme for displaying gas and lamp globes designed by G. H. Tupling, of Whitchurch, and appeared in an English paper. The scheme can be adapted to window, shop-partition, or to the end of a counter, or otherwise. Screw-hooks are inserted into the window-box about six inches behind the frame, beneath which, in the floor, are two corresponding hooks. To these is stretched from one to the other downwards a length of coil chain with links large enough to admit of lengths of cased tube ¾-inch in diameter. On each of these are placed sufficient S-hooks—or, what is better, picture-rod hooks—on which suspended are the

"Silverware that Sells"

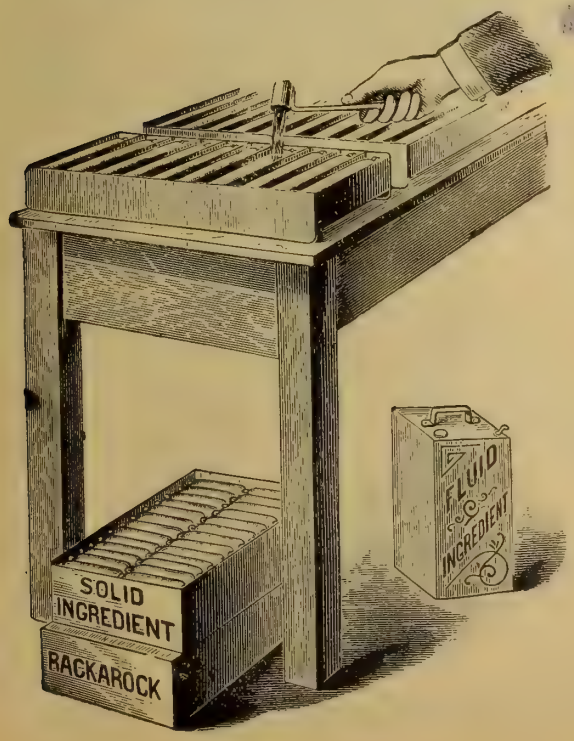
Is the kind YOU want

It's the kind WE make

When you want to buy, drop us a card. It will fetch our New Illustrated Catalogue. Only cost you one cent. May make you lots of money.

STANDARD SILVER CO., 31-43 HAYTER ST., TORONTO

Rackarock Powder



THE ONLY SAFE HIGH EXPLOSIVE.

This is a Blasting Powder made by the union of two ingredients, one a solid and the other a fluid, both being absolutely inexplosive until mixed. These ingredients can be shipped by express, freight or boat, like ordinary merchandise, thus saving high cost of freight and the carrying of large stocks. Miners, contractors and others need no magazines; a supply can be obtained just as required. Storekeepers can carry it in stock anywhere, as it does not affect their insurance, and no powder license is necessary to handle it.

APPLY TO

The Rackarock Company

...SHERBROOKE
QUEBEC.

globes, supported as follows: Take a circular piece of wood, or an ordinary gas-block will do as well; insert into the back four small screw-eyes at equal distances; then attach fine copper wire in two separate lengths, and pass from one to its opposite. Place inside a number of these globes a small hand or night lamp, which, when

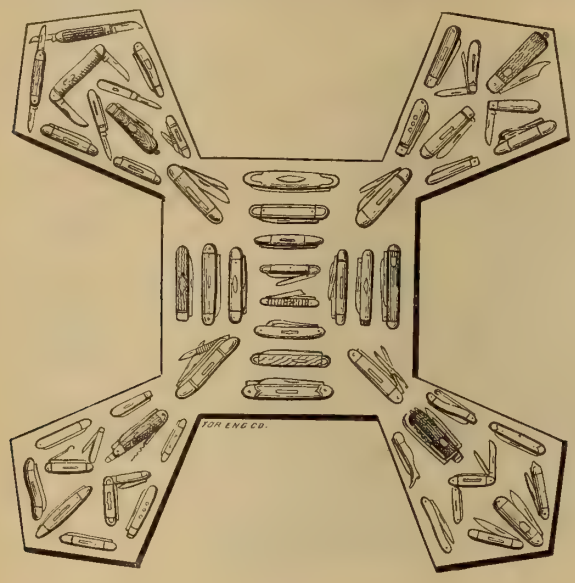


Fig. 4.

lighted, will give a pretty effect, and form a good advertisement for this somewhat neglected department.

FRAME FOR HANDSAWS.

Figs. 2 and 3 illustrate a handsaw frame for the back dressing of a tool window, and was designed by an English hardwareman. Fig. 2 shows the stand without the handsaws displayed upon it. It is made of ¾-1 in. wood, planed, and then blacked, rabitted together as shown in the diagram. The stand could be used without the support by leaning it against the back of the window casing, or it could be made to hang if necessary. Fig. 3 shows the stand when filled. The saws are held in position by 1 in. oval wire nails, with the heads cut off, and driven into the stand, with the exception of about three-eighths of an inch, which is turned down over the saws, as shown in Fig. 3, and which holds the saws very securely. The two 28-in. saws are first fixed firmly in position, with three sprigs on the bottom part of the stand, and within a quarter of an inch of the ground. Next, two 26-in. saws are fitted, and so on to the top. The ends of the two 26-in. saws rest on the

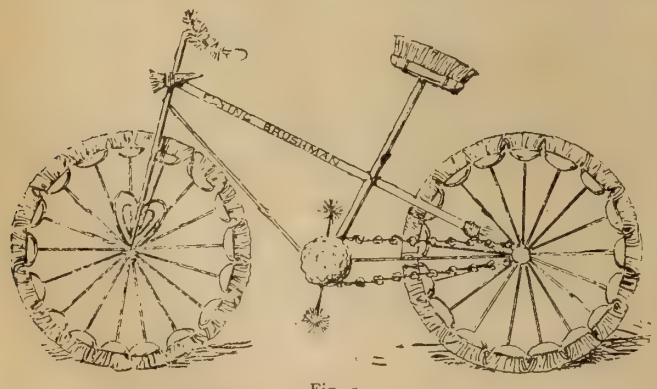


Fig. 5.

5-ft. rod between the two 28-in. saws, and a piece of wood, 18 in. long, which should be nailed on the bottom of the stand three-eighths of an inch from the front, as shown in Fig. 2.

The season when such displays as these are timely is now on. The stand which we herewith give is easily constructed and any hardwareman can make it.

CONTRIVANCE FOR SHOWING CUTLERY.

A neat and attractive contrivance for displaying cutlery in the window is to be seen in Russill's hardware store in the St. Lawrence market, King street east, Toronto. Fig. 4 shows a sketch of it. It is simple in construction, and any hardwareman or his clerk can make it. It is made of thin pieces of wood, covered with red baize, which forms a pretty background for the cutlery, and may be suspended in the window. The knives are attached to the contrivance by fine spool wire. Mr. R. J. Thompson is the designer of this contrivance.

A SCHEME FOR DISPLAYING BRUSHES.

Fig. 5 appeared in a recent issue of Hardwareman. As will readily be seen, the purpose of the design is the displaying of brushes. The articles used in the construction of this novel bicycle are thus enumerated: The wheels and tires are 6d. toy hearth brushes, the heads dooled together and the end of the handles nailed to a round piece of wood forming the hub. Two carpet beaters form the front fork. The handle bars are two chimney mops, bent to shape, while a blacklead brush does duty for a lamp. Two cheap carpet switches are employed for the cross frame, attached to the front fork and screwed to the rear wheel with screw bolt and nut. For the seat and down tube a large hearth brush is tied to cross frame and bottom bracket, a large sponge representing the bracket and chain wheel. Two curtain chains serve for the chain and the pedals are formed with two lamp mops, bent to shape. One great advantage about this design is the nominal cost of its construction.

Fig. 6.

A FACE OF NAILS.

Fig. 6 is a face made of nails and tacks which recently appeared in a Joliet, Ill., hardware store, the firm offering a set of carvers to the person who could make the nearest guess to the number of nails in the face. The face was formed by driving nails and tacks into a board which had been covered by black calico to form a background.

A UNIQUE DESIGN.

It is well to have a central figure in a window display. There is one of those central figures in the store of Thos. Meredith & Co., King street east, Toronto. It is an anvil made of wood and suspended in the window by what appears to be a gigantic magnet. The anvil is about equal to the size of a 150-pound iron anvil and was cut out of a solid block of wood. It is painted black, except the top, which is coated with aluminum paint. The magnet is

ALABASTINE

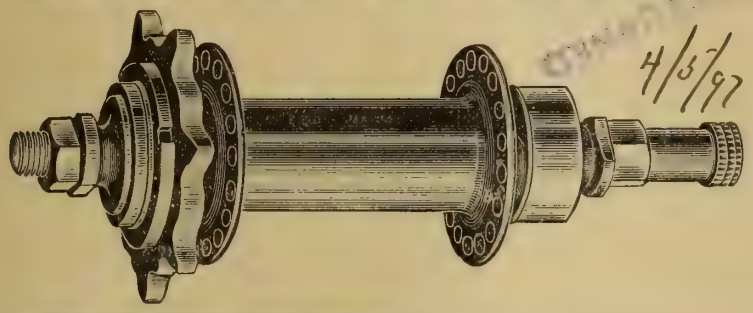
One glorious morn, on business bent,
These little painters ten were sent
To let the people know
That paper now is out of style
That was the rage for quite a while,
And kalsomines must go.
To take their place, it must be seen,
They painted ALA-BAS-TINE.

With greatest joy the people rushed,
And took their chance of being crushed,
To get at last the very thing
They long had sought.
Let dealers now take heed in time,
Stock up with goods that caused this rhyme.
Your customers then will gladly sing,
" The best on earth ! I'm glad I bought."

SIXTEEN BEAUTIFUL TINTS AND WHITE. READY FOR USE BY ADDING COLD WATER.

Fully Protected by Letters Patent

THE ALABASTINE CO. Ltd. Sole Manufacturers PARIS, Ont.



We are the Oldest and Largest Manufacturers of

Screws and Bicycle Parts

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

THE JOHN MORROW MACHINE SCREW CO.

INGERSOLL - ONTARIO

made from three-inch wood, one and a half inches thick. The length of the anvil is twenty-eight inches, and there is a three-inch space between the forks. The magnet is fastened to the anvil by two braces. These braces are on the back, so that they cannot be seen by the public on the street. The magnet is painted red, with aluminum painted points. The particular office of this anvil is the displaying of cutlery, chisels, files, awls, gimlets, or, in fact, any sharp-pointed articles which can be stuck into the wood, thus giving to passers-by the idea that these articles are held in position by magnetic power. At present chisels, files and awls are being displayed, and it certainly does give the idea that they are all magnetized. One has really to look twice, and look well, before he ascertains that the anvil and magnet are only imitations.

The clerks tell some amusing tales illustrative of the deception which the anvil and magnet create. One will suffice as an example. A sportsman who had lost his rifle in one of the small lakes north of Toronto, after gazing at the anvil and magnet for a few minutes, came into the store and asked if he could borrow the magnet for a few days to drag the bottom of the lake with, in order that he might recover his lost rifle.

Mr. H. Smith, one of T. Meredith & Co.'s clerks, is the originator of this unique contrivance. "The idea struck me one day while at dinner," he explained, "and next I had the anvil and magnet made."

NIAGARA FALLS METAL WORKS.

THE new plant of the Niagara Falls Metal Works Co., Ltd., Niagara Falls, Ont., is now fully equipped with a full complement of tools and modern machinery for manufacturing hardware specialties, plumbers' goods, saddlery hardware, etc.

A large oven has just been completed for making goods malleable, and was filled for the first time and successfully operated and cooled a few weeks ago. The manager, Mr. R. C. Eldridge, is justly proud of the now completed plants for the manufacture of all kinds of malleable goods for the saddlery hardware trade, which is one of the firm's specialties.

The plant contains some costly stamping machine dies, presses, etc., used in the manufacture of plumbers' chains and chains of all kinds in steel, brass and iron.

Now that these goods are manufactured in Canada, the management feels confident of its ability to compete with any producers of a like article for the Canadian trade.

The company has some new patented articles which will soon be on the market, and the wholesale and jobbing trade of Canada in plumbing goods and saddlery hardware will do well to secure a catalogue before completing their stocks.

THE WAR OF THE FUTURE.

The war of the future shall be the bloodless war of right against wrong, of good against evil, of truth against falsehood. We have had religious wars, but the universal rule to-day is toleration and charity in the realm of conscience. The successions of kings and presidents are now settled by law, and the right to rule as of divine right, if ever made, causes a smile of courteous commiseration. The grave causes of war, that made deadly conflicts as inevitable as they were frequent, have died out. The old element of personal prowess, too, is fast disappearing. The modern weapons of to-day mock the courage of the soldier and bid him die before he can reach the foe; personal gallantry means only patient endurance of certain death. The constant tendency of man is toward peace, as soon as he emerges from the primitive condition wherein he most closely resembles the inferior tenants of the earth. Individually he longs for rest and the enjoyment of life. The good fight for peace is fairly won. Honor to those who have achieved it, and shown themselves the friends of the human race. The great consummation may be deferred, but come it will.—Frederic R. Coudert.

THE NECESSITY OF INSURANCE.

A LETTER appeared in The Toronto World some time ago asking for financial help from charitable citizens to support a deserving family named Bothwell. The man had lately been killed accidentally while at work. He left a wife and four small children destitute. The wife is about to become a mother for the fifth time, and is for the present unable to work. He had no life insurance.

Why not?

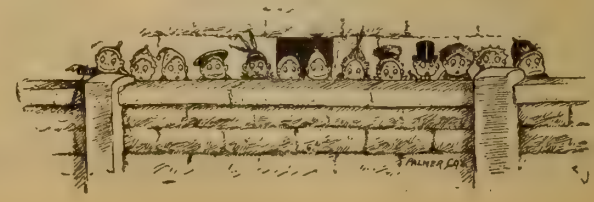
Last year the Gurney Foundry Co., Ltd., of Toronto, issued a notice to its employes that by May 1 they must have at least $100 insurance on their lives or seek employment elsewhere. The rule is working well. The company do not dictate to the men as to where they shall insure, leaving them to decide that matter for themselves. The requirement simply is, that the employe shall present proof that his life is insured, and that, therefore, some provision is made to keep his family from want in the event of his death.

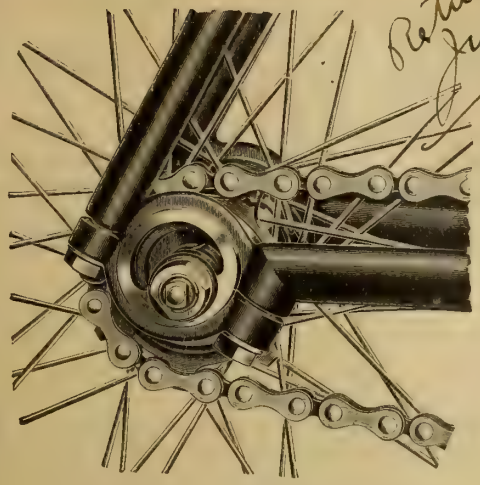
Cases like these constitute the strongest proof of life insurance being an absolute necessity of existence nowadays. The pressure upon the human frame is so great in every occupation, and the liability of the healthiest man to die is so certain, that insurance is almost the only thing which the individual who wishes to be in a safe position cannot afford to be without.

I talked over the subject with a large employer of all kinds of labor a few days ago, one who has an immense staff of clerks, skilled hands and laborers under his control. "You will find," he said, "that in a large establishment the men who insure are the best men. They are frugal, steady in their habits, and reliable. Those who don't insure and take no thought of the morrow, usually spend their surplus in beer. When they die the hat is passed round for funeral expenses or to help the bereaved families. The request is not one which their former fellow-employes like to refuse. Often at great sacrifice they will subscribe to such a relief fund. It looks mean to decline. In the same way the employer is mulcted in large sums every year, because certain of his employes were too improvident to insure their lives and look a little ahead for the welfare of those dependent on them."

The cost of insurance is often held up as a bugbear by uninsured persons. I questioned an experienced insurance man on this point. "No class of people," he replied, "are ruled out from insurance nowadays by reasons of expense. The rates of the regular insurance companies are so reasonable that policies for moderate amounts are within the reach of all who earn regular wages. There is also a good deal of what is known as society insurance, which is cheap. Possibly the working people may sometimes hesitate about taking out society policies through doubt of the certainty of the investment. The experience of organizations like this in the United States has not been altogether satisfactory, and the workman or small-salaried clerk may prefer the regular companies. In Canada he will have no difficulty on the score of expense. The rates, as I have said, are moderate in our large companies. To meet the special needs of working people, some companies adjust the annual payments so that they shall not embarass the insurer. In cases half-yearly, and in others quarterly, payments are accepted, and the burden is thus very light on the shoulders of small-salaried men."

With these facts before one, it is evident that employers have a large interest in promoting insurance amongst those who work for them, and there appears to be no obstacle in the way of obtaining for even the lightest paid a policy large enough to stave off many of the evils that follow the death of a family's breadwinner.





A Twist of the Wrist and the Chain is Adjusted.

THAT ECCENTRIC ADJUSTMENT

IS ON ALL.

They have .. a .. Superior

Wolff-American High Art Cycles

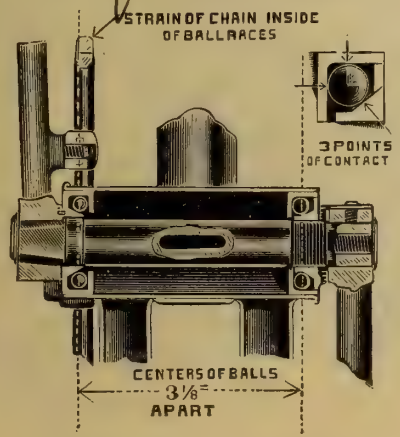
Standard .. of .. Quality

Spring Tempered Frames

. . Self-Oiling Bearings

AND MANY OTHER EXCLUSIVE FEATURES.

A PERFECT CRANK HANGER.



REPRESENTATIVES:

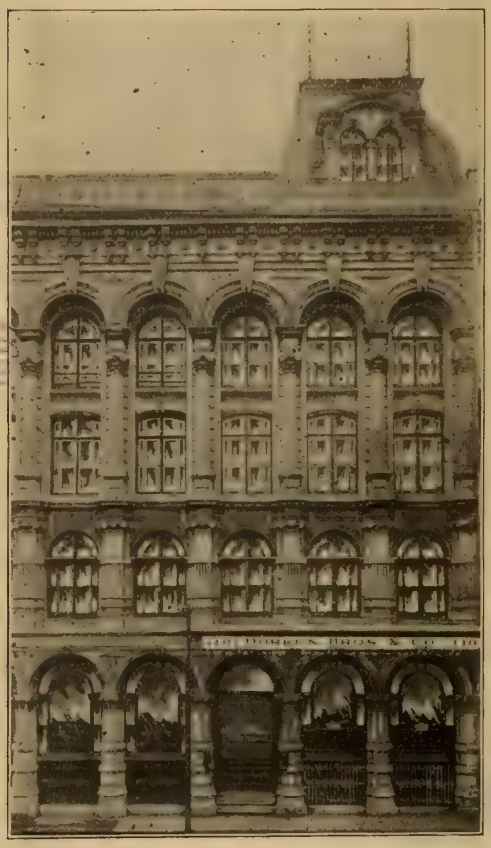
Dorken Bros. & Co.

140 McGILL STREET

MONTREAL, CAN.

A MODEL HARDWARE WAREHOUSE.

SHELF hardware is a line of merchandise that readily lends itself to proper display ; that is, provided the people who have the handling of it have the taste to secure such a result. The difficulty generally, however, is that traders are too careless in this respect. Goods properly displayed will sell three times as quick as those which are not, and it is a great satisfaction to note that this important fact is being recognized more than it formerly was. It is a treat to visit one of the stores run on the modern idea and pick out the goods one wants with the minimum amount of trouble.



Dorken Bros. & Co.—Front View of Building.

The wholesale warehouse of Dorken Bros., 140 McGill street, Montreal, is one of these modern establishments. This firm represents the cutlery and hardware manufacturing firm of H. Boker, Germany, and the Wolff-American Cycle Co., New York. The former firm has had an agency in Canada for over 40 years, while the latter is an enterprising competitor in the wheeling field.

The warehouse consists of five storeys and a basement 140 feet deep by 30 feet wide.

In the cuts descriptive of this establishment, which accompany this article, the readers of HARDWARE AND METAL can gather a first-class idea of what a modern warehouse should be.

At the McGill street entrance, on the ground floor, are the book-keeping and import order offices. Adjoining this is a display of the Wolff-American wheel. As the entire building is lighted by a skylight, this group of samples is shown up most advantageously. The rear portion of the ground flat is occupied by a stock office, and behind it, on St. Henry lane, is the shipping room. This shipping room is specially arranged to suit the business carried on by Dorken Bros., who sell largely from sample and ship direct to their customers, besides carrying a large stock. It is divided into closed shelves and each customer of the firm has his compartment. In it his import order is placed, greatly accelerating its handling in shipment. From the stock office tubes and hand hoists run to each flat or department of the store, so that small orders can be handled from it with the greatest ease. On the first flat is a handsome sample room for cutlery, ware and firearms. The front portion of this flat is occupied as an office by the salesmen who have charge of the department. One wall of this office compartment is occupied by some large wall-showcases for displaying firearms. The remaining portion of this wall the left hand one—to the rear of the warehouse is fitted up with panels revolving on a pivot. These are utilized for displaying the large line of tools, etc., shown by the firm. Both sides of the panel can be filled, affording space for an extremely large line of samples, the shields or panels being five feet high and a foot and a half wide. The display in this case is alphabetically arranged, each line and its various relations being associated in groups. First come the various lines of carpenters' and mechanics' tools, working down into garden tools, housefurnishing goods, and, lastly, fancy goods. On the right hand wall are arranged in shelves the samples of enamelled and household ware of all kinds. The centre floor of the flat is occupied by glass showcases mounted on handsome maple stands. In these are displayed the extensive list of pocket and other cutlery handled. Each sample is distinctly visible to the customer, the price plainly ticketed, avoiding any necessity of opening the case or handling the sample. The pocket cutlery is arranged directly around the skylight. This is a point that dealers should put away for reference, as the light shows up the goods so clearly. The second floor is used entirely for the stock of clean boxed hardware of all descriptions. In the rear, separated from the rest of the flat by a glass partition, is a large stock room for cutlery. In the front of the flat is the usual office and desk for the men in charge of the flat. The third flat is used entirely for the stock of all kinds of loose or bulky hardware, goods that can't be shown in clean packages. The top flat is taken up with the reserve of unpacked goods. In the basement is stored the coarse heavy hardware.

There is an hydraulic elevator connecting all the flats with the shipping room, and another good idea is the commodious cupboards provided for the representatives of the different departments. When a traveler is in off the road his samples are placed in these and he can get at them handily without delving down into his trunks.

Dorken Bros. & Co.—Import and Book-keepers' Office.

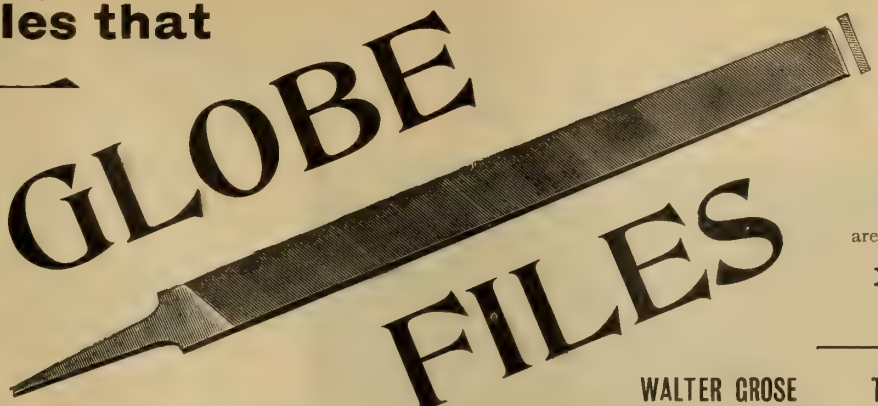
Taken from top to bottom, the establishment is a speaking example of enconomizing space, a great advantage in a wholesale hardware warehouse.

Are the Files that Will File——

BECAUSE

they are manufactured from the best grades of Crucible Cast Steel, and consequently are durable and reliable.

GLOBE FILES



OUR——

HORSE RASPS AND **FILES**

are acknowledged to be the best.

Every File and Rasp Warranted

WALTER GROSE — Selling Agent — Montreal.

THE GLOBE FILE MFG. CO. — Port Hope, Ont.

Paris Electro Plating Co.

SPECIAL ATTENTION given to Job Work of all kinds in **BRASS** and **NICKEL PLATING.**

MANUFACTURERS OF . . .

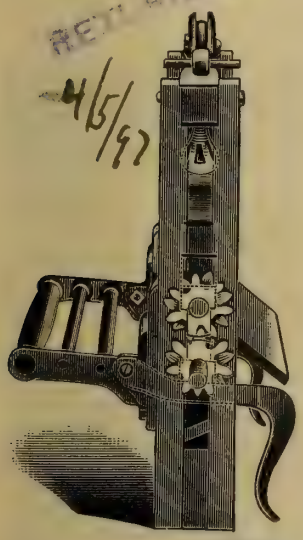
Store Trimmings,
Piano and Organ Trimmings,
Piano Stool Feet, Novelties, Etc.

BICYCLE WORK
A Specialty.

QUOTATIONS GLADLY GIVEN.

PARIS ELECTRO PLATING CO.
PARIS, ONT.

The LIGHTNING WRINGER



Is the triumphant development of all the latest scientific features known in the Wringer trade. The maximum of EASE, QUICKNESS of ACTION and UTILITY.

The Lightning Wringer is the only wood frame wringer in the market having loose bottom bearings, thus reducing to a minimum the tendency of loosening the bottom roll.

It is so constructed that the heavier the article going between the rolls, acting automatically, its grip tightens on to the tub.

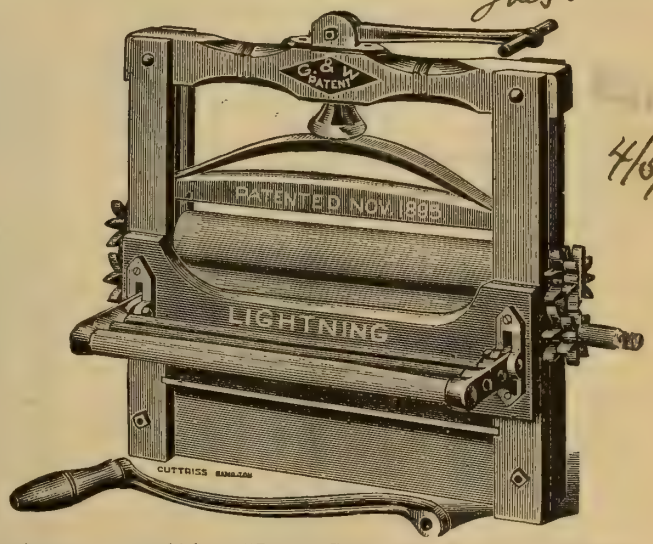
It is the quickest fastener known. It can be changed from one tub to another twenty times a minute.

By our lever principle a much heavier pressure can be got upon the rolls: thus wringing much dryer than with any other. It gives a pressure of from 1 to 1500 pounds.

This Wringer has a much greater capacity than any other 11-inch wringer in the market, and will wring with greater ease.

It is constructed from the finest selected materials, and every one is guaranteed to be perfect.

The rolls in this wringer are Solid Vulcanized Rubber throughout, and of a much better quality than in ordinary goods.



We make a large variety of wringers, among which are "ROYAL CANADIAN," "ROYAL DOMINION," "NOVELTY," "EUREKA," "NEW HOME," "NEW METROPOLITAN," "HANDY BENCH," Etc., Etc.

Burlington Washer

Of the many thousands we have sold of this machine, we have never had a single complaint. Where it is once given a thorough test it makes its want felt, so that it is almost impossible to get on without it. Washing that usually took all day is now done in a couple of hours, and without that fatigue and exhaustion that accompanied the old washboard.

It will wash 10 to 15 pieces at one time; and do it thoroughly and quickly; it will wash the heaviest quilt or the finest lace. Every machine is warranted by the manufacturers. WRITE FOR PRICES AND TERMS.

MANUFACTURED BY THE

Burlington Manufacturing Co. Ltd.

BURLINGTON, ONT.

BICYCLING IN THE TYROL.

COL. GEORGE E. WARING, jr., commissioner of street-cleaning in New York city, made a bicycle tour through the Tyrol last summer. Col. Waring has written for The Century two papers descriptive of his experiences. The second one, "Bicycling Through the Dolomites," appears in the May number. Col. Waring says:

Dorken Bros. & Co.—Bicycle Display on Ground Floor, showing stock office and shipping room in rear.

We found that the bicycle fever had reached even to our landlord, who was experimenting with an iron-rimmed wheel, over which the saddle was supported by a pair of elliptic springs. L—— tried it, and said it went very well, though not so soft as the "pneu." I lifted it, and did not care to go further. I told him it was too heavy. He said, "Mawkmx; muss starker sein." (That's nothing; you must be stronger.) Probably the extra weight of this wheel would not be considered in fixing the load that a Tyrolese peasant would carry over the hills from the fields, and need not be regarded as an obstruction to sport. The wheels here are all much heavier than ours, and much stronger. They can be sent up-hill by the tougher thews that grow in this land, and for safety in going downhill they have very effective brakes. The best brake has two pieces of rubber, about two and a half inches long and three-quarters of an inch square, which are held flat against the two quarters of the tire. It holds very firmly, and its friction does not come on the part that is subject to the greatest wear. It is used, not with a steady pressure, but with successive light squeezes. When one becomes accustomed to it, it gives excellent control to any degree desired—even to holding the machine stock-still under any load and on any grade. Even the usual flat brake has a rubber face, which holds better and lasts longer than metal. My American brakes were "not in it" on these hills, as compared with those of the local wheels I rode.

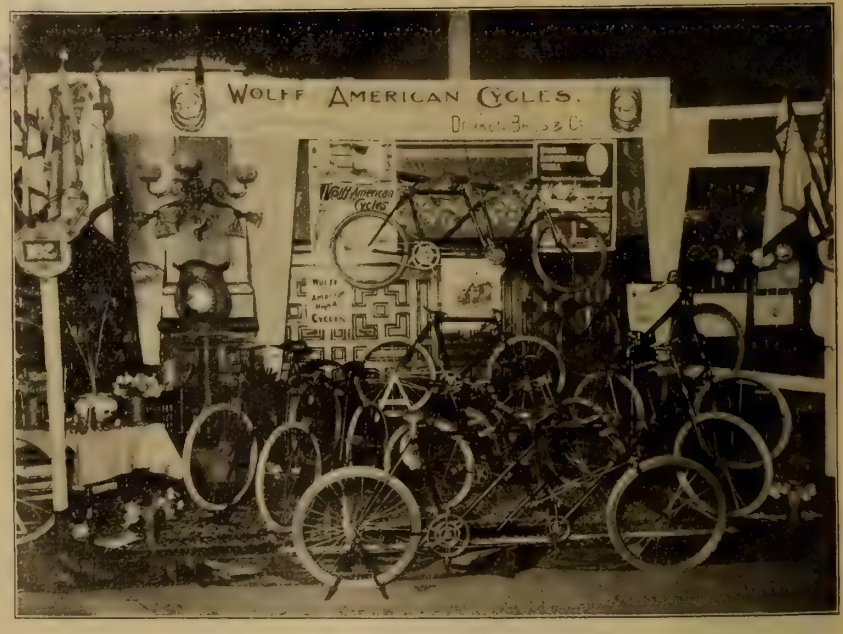
The use of the brake is exacted by law in all towns, and it is almost universal on country roads; so is the furnishing of the wheel with a bell, but the better riders in Innsbruck do not use this in the city streets. They say they can make their way safely at a moderate speed, if the people keep on their way, while if they are disturbed and made nervous by a bicycle bell, they are liable to make some unexpected movement that may lead to a collision. I remember a case of mutual dodging at a street crossing in New York, between myself and a lady whom my bell had startled, which came near being annoying. Perhaps the custom in Paris of hanging a little sleigh-bell loosely from the handle-bar is safer. It jingles all the time, somewhat to the annoyance of the rider; but it has a faint horse-car suggestion which keeps the public on the lookout. Nowhere in Europe did I see the brutal quadrupedal "scorching" that is such a nuisance and such a danger with us.

Another device I found to be in very general use in Tyrol. This is a snap-clip for holding the front wheel in line with the machine, so that it may be stood against a tree or any other support without falling. It is useful in pushing uphill with the hand on the saddle. The direction is changed by lifting the hind wheel to right or left. The clip is set or released in a moment.

As we left our lunching-place we found the young towheads of the farm standing in mute and respectful wonderment about our wheels. We gave them a bit of a ride, two at a time, and left them enriched with the memory of a sensation they had never before known and will never repeat—and will never forget.

THE SCHRAM WATER GUARD.

In another part of this issue appears the advertisement of the Schram Water Guard Co., Ltd., Toronto. The water guard therein referred to is for attachment to water taps. The guard in the contrivance is of gauze-like texture and effectually checks the passage of all vegetable matter, sediment and other impurities so generally present in all water pipes. The parts are easily detachable, and all impurities are removed by simply reversing the guard on the tap. The Schram patent water guard is made in sizes to fit all plain taps. Retail hardwaremen should be able to find a demand for this guard, particularly during the spring and summer months.



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HIGH OR LOW WHEEL

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LEWIS BROS. & CO.

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MONTREAL.

THE MOTIVE POWER OF THE FUTURE.

BY R. D.

WITHOUT doubt the most important question which is now existing in the minds of those interested in mechanical engineering is: What agency is to establish the motive power of the future? I do not propose to answer this question, but just to review some of the most important facts which have bearing on it, and draw therefrom a few conclusions or perhaps inferences, as my statements might be erroneous.

Dorken Bros. & Co.—Samp'e Room, Gun Department.

Before I go any further I wish it to be distinctly understood that I am not a disciple of any particular agency or design of machine by which a motive power could be produced, but have just interested myself in the subject from my love of machinery, and also as it appears to me the solution of the problem is thoroughly in the hands of machine designers, as it is just a matter of subduing by the control of mechanism some of the powerful chemical actions whose existence is well known to the mechanical world. As we inhabit a world of commerce where almost everything is a matter of dollars and cents, our first consideration is expense. Our field of selection of the most appropriate agent for our modern motive power is at once limited, and resolves itself into the form, "the greatest number of horse-power for the least number of dollars." That is, in order for a motor to be a success it has first to be shown to be financially successful, and then all other considerations will be adapted to suit circumstances.

The ideal motor would be one which was, firstly, inexpensive; secondly, compact, that is, occupying little space; and, thirdly, of light burden, so as to render it portable from one place to another with ease.

Now, according to the study and investigation of all our philosophers, we learn that the source of all energy is heat, in other words, that heat is the only mode of motion. The steam-engine is dependent for the force of its mighty piston-rod upon the heat of the burning coal under its boilers. The electric motor and gasengine are both indirectly supplied with power from the heat of fuel. Even the involuntary motions of the running waters in the river, in the blowing winds of the atmosphere and in the dropping of bodies from high places are all given their respective motions from heat, which is supplied, like all other forms of heat, from the sun. In fact, coal and fuel are merely the rays of the sun stored up in such substances, which, on being fired, will burst forth in their old form of heat from the substance they have been imprisoned in for almost infinite periods of time. So, therefore, as the sun is the source of all heat and heat is the source of all motion, the sun must, consequently, be the source of all motion.

Motion appears to be the regaining of equilibrium, and heat the agency which disturbs equilibrium; the amount and energy of a motion of a quantity of material relative to another quantity of material is equivalent to or varies in constant proportions with the amount and the energy with which the said material was put out of equilibrium, so that after careful investigation we find that the idea is to use as little heat as possible in putting the quantity of material or body out of equilibrium; that is, use our coal or fuel to the greatest advantage and consequently curtail expenses.

Now, as we observe by the steam engines of the most modern design, we do not get more than between 10 to 15 per cent. of efficiency out of the fuel that is consumed, there is an enormous constant expense due to the wasted heat. The thermo-electric pipe, when used for the production of electricity directly from fuel, wastes still more. But, on the other hand, when we look towards the explosive engines (the gas and petroleum engines) we find quite a large saving in connection with heat, as they utilize it to about 25 per cent. of efficiency, which seems to show us that rapid decomposition pays in the end, although it requires very carefully designed machines to keep it under control. The decomposition of water into steam is a slow explosion. An explosion is a physical change which causes a body to expand rapidly into a larger volume affected by some external cause. There are two distinct kinds of explosions, one a rapid chemical combination such as the explosion of hydrogen gas in the atmosphere (the hydrogen combines with the oxygen of

Dorken Bros. & Co.—Sample Room from Front.

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BLUE CROWN **RED CROWN**
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Consumers' Cordage Co.

MONTREAL

the air rapidly and causes an explosion), and the other a rapid change of a body from either liquid or solid states to the gases, which is demonstrated in the cases of gunpowder or nitro-glycerine. It appears, from practical experiment, that the more explosive a substance is the less heat it requires to decompose it. That is, the quality of one explosive being more explosive than another is that it is more easily decomposed by heat. And, as we are now looking for the most rapidly decomposed substance, why not look to the mother of explosives and arrive at the almost infinitely powerful substance, nitro-glycerine? There is nothing new in the proposal of using the explosive compounds for the production of motion and power. As far back as 1600 Mr. Papin, an Englishman, proposed the idea of using gunpowder as a motive power. His method was to cause the gunpowder to ignite and by its energy produce a vacuum upon which the pressure of the air would act and consequently cause a motion; also in Mr. Clark's publication, "The Theory of the Gas Engine," it is stated that some time in the back centuries a suggestion was made by some philosopher for the utilization of gunpowder as motive power, but, owing to the infinite danger to those experimenting with it, the question was put aside.

Dorken Bros. & Co.—Sample Room from Rear.

As far as I can see, however, it is only a matter of designing machinery capable of controlling it, which, I think, is quite reasonable in this age. Of course, in a similar way to that in connection with the gas and petroleum engines, the public will be at first afraid to approach a nitro-glycerine engine, or such like, but when after experience they become confident in the triumphs of mechanism over the mighty explosives they will rest in peace, quietness and contentment at the great reduction in the cost of power.

I have little doubt that in the first attempts at the problem's solution there will be many valuable lives lost, all for the benefit of science; but all I can say is, I feel quite confident that if one-half the energies which have been spent on trying to reveal some electrical discoveries, which in all probability do not exist, had been spent on the design of some combination of mechanical movements which would subdue some powerful explosive so that it might be governed by the will of man, there would be power on the market to-day at less than half the value per horse-power that it is now.

The subject of an explosive as a motive power opens a new field of thought to a great many of us. I hope that all those gifted with the inventive genius will try the upper organ of their body on the design of such a machine, instead of sticking everlastingly to one and only field of electricity, which is only one of the many agencies this earth is endowed with, and, as far as power is concerned, a very small one, too, to my mind, compared with some of the others. But, of course as a transmitter of power, I don't think it will ever be surpassed, from its convenience. If we could only have set the thoughts of our genii to some other field except the electrical one some years ago we would be ever so much more modern than we are now. The mysteries of it seem to catch the enquiring organ of man and draw him away from many larger fields, which I have no doubt would prove more useful if enquired into, but I hope there is time yet. I don't think it will be at any very distant period, either, when some powerful explosive will be propelling our ships, running our railway carriages, manufacturing in our towns and cities. Then, too, power will be so inexpensive we shall be able to have hundreds of modern conveniences we cannot afford now. We will not then need a ton of coal near our doors; all our lighting, heating and cooking, etc., will be done by electricity, as we will be able to generate it so cheaply by our modern motive power. In fact, almost every problem will be at our feet. No man could do more for the mechanical and commercial worlds than producing an efficient motor.

CANADIAN RADIATORS LEAD.

There are large shipments of Canadian radiators in prospect by the first steamers from Montreal this spring for Great Britain and the continent. Mr. John Taylor, of the Toronto Radiator Co., arrived in England last week in connection with the business in the foreign market. Canadian radiators are now admitted to be the finest in the world, and the demand for them is steadily increasing, compared with the crude heating appliances turnedout elsewhere.

Dorken Bros. & Co.—Stock Room, 2nd Floor.

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A TALK ON BICYCLE SELLING.

By Scott McKerrow.

THE thing which confronts one at every turn, and often results in one's undoing, is the "ubiquitous wheel." On the highways and by-ways, in hardware and dry goods stores, barber shops, undertakers' establishments, or sandwiched in amongst pill boxes and porous plasters, one can never account for its most unlikely appearance. This not only applies to its place of sale, but to its action when in the hands of novices or irresponsible parties, when it is no longer the trusty servant, but a hard taskmaster, and is in very truth "an upsetting sin."

Old and young, rich and poor, black and white, all seem fated to pass through the same experience, and according to the measure of success, so in like manner the wheel fever seems to gain a foothold and become an absorbing passion. Every rider has the best mount, every dealer the best wheel, but were I either to endeavor to discribe the different features claimed for each make, or dwell upon the merits or excitement of "wheeling," my description would be more erratic than my course was in my first and only attempt at mastering the "aforesaid," to use a legal term. I will, therefore, confine my remarks to a few thoughts in connection with their sale and display.

Dorken Bros. & Co.—Stock Room, 3rd Floor

As in everything else in these latter days of the 19th century, as well as in wheels, to be an effective salesman one needs enthusiasm and a thorough and practical knowledge of each make of wheel, and should be able to cleverly demonstrate the advantages claimed for each wheel. It is in this way that special features are driven home, and which are continually recurring for comparison, when a prospective customer is examining other makes, and, if properly impressed, will almost invariably bring him back to you.

The importance of this was brought out clearly to me recently, as well as the shrewdness and foresight by which every first-class salesman makes use of "every wind that blows."

Standing in a customer's store, in one of our northern towns, waiting to do business with him, I had ample opportunity to watch his tactics. I might say that as the chameleon changes color, so the dealer in question can transform himself into a wheel enthusiast, when the season is on, bristling with points and features, and a living vocabulary on the principles of heating apparata when the falling leaf tells us winter is nigh upon us. But in this case it was wheels, and a lady was looking at them.

All the facilities for display were at hand, each wheel's features were to be had in sectional parts for rapid demonstration, while taking down and putting together all parts had, by practice, been thoroughly mastered, so that they could be manipulated with dexterity and ease while their advantages were dwelt upon. No time was lost dwelling upon the shape of the frame, or the enamel, or, worse still, upon the poorness or bad qualities of other wheels not handled by him, but each point was brought out in rotation, and carefully, and never left till thoroughly driven home, when the next feature was discussed.

But while I waited the lady went out and three young fellows came in and stood looking at the wheels. To me they appeared unpromising subjects as purchasers. My surprise, therefore, can be judged when more earnestly than ever my dealer friend dilated upon the advantages of his several wheels, taking especial pains to have everything shown.

When they had gone the dealer looked at me, and, noting my puzzled look, said: "Those fellows did not want wheels, but two of them are barbers in this town, and you know that the current topics of the day are always fully discussed in the barber's shop. Wheels are now the absorbing topic, and if I can get them (the barbers) full of the points of my wheels, I have secured one of the best 'ads' there is to be had. You'll laugh," he continued, "but when I go to Toronto, there's a barber there, a wheel crank; he fills in all his spare time studying new features in wheels. He is my first call, and while he shaves me, cuts and shampoos my hair, I get the latest pointers and am enabled to get at what is best to handle."

That prominence during the busy season should be given wheels goes without saying, and the simplest devices for their easy handling and ample space to view them from all standpoints is very important.

Some dealers claim that the front of the store is the best place to show wheels, while others claim that if good light is obtainable the rear of the store is preferable, as it enables one to get a customer away by himself where he can be talked to with less possibility of interruption. Then others maintain that a room either up-stairs or apart from the main store is still better, for very much the same reason as that given in the second instance. There is nothing more annoying to a salesman, or more disastrous to a sale, than to have an urchin stick a black beer bottle under your nose and ask for "five cents o' coal oil."

In many stores, where the rear is dark, it would be unwise to locate wheels there. The front end is then preferable.

There is nothing that brings better results for their outlay in this line than a little tasty decoration or arrangement. A neat strip of oil-cloth on the floor of the bicycle-stand brightens things materially, while a few flags intermingled with the different signs and lithographs, that makers send out, gives the place an inviting appearance.

One more essential feature in wheel-selling is the repair shop, which—once added by the hardware store—is found to be of such value that it is never discarded.

To those who would be successful salesmen I would say: Be a thorough master of your subject; be able to take down and fit up parts, never miscall or denounce your opponent's wheel, it only advertises him; study your customer so as to know when to speak and when to keep silence. And by keeping everlastingly at it, success will be yours.

SOME QUEER TRADE EXPERIENCES.

IT has not been my privilege to experience any particular adventure, writes F. G. Rowe in Hardwareman, but I give a few incidents that show the peculiarities of some of our customers. Some people do not possess the ordinary common sense in trivial matters that you would expect from a child, whilst others have peculiar tastes, and others do not seem to care how much trouble they give the assistants in the smallest purchases.

I remember a servant girl came to purchase a cast-iron oval boiler; she said her mistress had a very good one, but she had boiled a ham in it the day before. The ham had gone in the boiler all right, but in boiling, it had swollen, and to get it out she broke the boiler with a hammer. It had not occurred to her to cut a little off the ham.

A gentleman farmer asked to see some spoons; he was very fond of duck eggs, he said, and wanted a large spoon to eat them with. I showed him the largest egg spoons we had, but they were not large enough, and the largest teaspoons were too deep in the bowls. I could not think for a minute or two what other spoon I could offer him, when my eye caught a card of engraved electro-plated jam spoons. I hesitated for a moment in bringing these forward, as I was afraid I might hurt his feelings, but I determined to risk it, and to my great surprise he declared it was just the thing he wanted, and purchased one, going away highly pleased.

I had another customer who wished to be shown some "emmanuel" (enamelled) frying pans.

Another customer purchased a pair of hooks and hinges on plate, and next day he sent his son in (four miles in the country) to ask to have them exchanged, as he wanted the other hand. He had not the common sense to see they were reversible, as all hooks and hinges are.

On another occasion a young lady requested to see some small iron screws, and after spending nearly half-an-hour in looking at various sizes, she said she was not sure which size would suit her purpose, so she would pick out twelve different sizes, and have a pennyworth of each in twelve separate papers, and then returned eleven dozen to be put back in their respective places, all for the large return of one penny.

Another customer bought some galvanized corrugated iron sheets to cover a roof of a house in which he was going to keep hay. He fixed these sheets himself, and instead of letting the top sheet rest on the top of the lower sheet, as any one with a grain of sense would have done (even from seeing the tiles and slates on roofs), he did the opposite, with the result that all the water which came from the top part of the roof naturally ran underneath the lower sheets into the hay, and he did not find out his error until he began to cut out the hay, when he found, to his sorrow, that he had entirely spoilt a large portion of it.

DEATH OF A WELL-KNOWN BUSINESS MAN.

Mr. Dickson P. Cottingham, youngest brother of W. H. Cottingham, manager of the Sherwin-Williams Paint Co., died at his residence, 73 Mansfield street, Montreal, on Monday, April 26, of peritonitis, preceded by a very bad attack of typhoid fever, after a sickness of only ten days. Mr. Cottingham started business originally in Peterboro', and then took a situation with his brother, as book-keeper, when the style of the firm was W. H. Cottingham & Co. After the change in business he started for himself at Notre Dame and St. Helen streets, as importer and manufacturer of painters' and photographers' supplies. He was always an energetic young man and Montreal loses an enterprising citizen.

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Subscription, $2.00. Published every week.

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THE TARIFF ON BRITISH GOODS.

NO action on the part of any Canadian Government has probably ever attracted more wide-spread and general attention than the decision of the present Government to give the products of Great Britain a preference under our tariff. The mere fact that British goods are to be allowed entrance until June 30th, 1898, at one-eighth less than those from any other country, and at one-fourth less after July 1, 1898, is in itself sufficient to attract the attention of other nations, but it is doubly so because of the questions which arise and which must be dealt with as a result thereof.

These questions appertain to the Imperial treaties containing preferential treatment clauses. The nations immediately concerned in these are Belgium and the German Empire, and indirectly a dozen others.

The treaty with Belgium was made in 1862, and Article XV of that instrument provides "that articles the produce and manufacture of Belgium shall not be subject in the British colonies to other or higher duties than those which are or may be imposed upon similar articles of British origin."

The Imperial treaty with the German Zollverein was made in 1865, and clause 7 provides :

The stipulations of the preceding articles I to VI shall also be applied to the colonies and foreign possessions of Her Britannic Majesty. In these colonies and possessions the produce of the states of the Zollverein shall not be subject to any higher or other import duties than the produce of the United Kingdom of Great Britain and Ireland or of any other country of the like kind, nor shall the exportations from those colonies or possessions to the Zollverein be subject to any higher or other duties than the exportations to the United Kingdom of Great Britain and Ireland.

In the face of the two clauses cited it certainly does appear that any advantages which we give to British goods must likewise be accorded to products of Belgium and Germany. But Premier Laurier distinctly stated in the House on Friday that while British goods, under the new tariff, come into the Dominion at the reduced rate, those from Germany and Belgium do not.

These favored-nation-treatment clauses in Imperial treaties have, of late years at any rate, been a source of irritation, not only to Canada, but to most, if not all, of the other self-governing colonies as well.

Five years ago the House of Commons of Canada addressed a memorial to the British Government asking for the abrogation of the favored-nation-treatment clauses of the Imperial treaties. And in 1894 the Colonial Conference, comprising representatives from Great Britain, Canada, New South Wales, Tasmania, Cape of Good Hope, New Zealand, Victoria and Queensland, adopted this resolution :

That this conference is of opinion that any provisions in existing treaties between Great Britain and any foreign power, which prevent the self-governing dependencies of the Empire from entering into agreements of commercial reciprocity with each other, or with Great Britain, should be removed.

It will thus be seen that five and three years respectively have elapsed since the House of Commons and the Colonial Conference took action in the matter, but nothing has been done in the premises by the British Government.

It will be noticed that in the resolution adopted by the Colonial Conference reference is made to reciprocity arrangements between the self-governing colonies. At that time a great deal of doubt existed as to whether these favored-nation-treatment clauses precluded any two of the self-governing colonies from entering into commercial arrangements with each other. But about three weeks after the conference closed Sir E. Gray in the Imperial House of Commons made a statement to this effect in regard to the treaties with Belgium and Germany :

(a) That they do not prevent differential treatment by the United Kingdom in favor of British colonies. (b) That they do not prevent differential treatment by British colonies of each other. (c) That they do prevent differential treatment by British colonies of the United Kingdom.

While this statement removes any doubts as to the right of the colonies to give the products of each other preferential treatment, it also makes the declaration that the colonies cannot give the products of the United Kingdom any preferential rates. This was the finding of the law officers of the Crown, and British statesmen generally have endorsed it.

At the first blush, at any rate, the action of the Dominion

Government appears to be contrary both to the reading of the treaties and to the ruling of the law officers of the Crown.

Whether it really is so or not is the knotty problem which is troubling every thinking Canadian.

We cannot conceive that the Government would designedly violate an Imperial obligation. And it is possible it has been guided by one or two things : It may be (1) that the present action has been taken after consultation with the British Government ; or (2) upon the view that the preferential clause of the tariff is not a violation of the provisions of the Imperial treaties.

Whatever it may have done in the former respect, the Government evidently intends to consult the Home authorities. Mr. Fielding clearly set this forth during his budget speech. These are his exact words :

We recognize that it is a question that we shall ultimately have to consult with Her Majesty's Government, and I need not say that any view that may be taken by Her Majesty's Government will be considered by the Government of Canada with the respect that is due to any representations that may be made upon any subject, but above all on a question of an international character.

Then as to the other possibility. It must be remembered that no treaty arrangement has been made between Canada and Great Britain. Great Britain is not even mentioned in the reciprocal tariff. British goods are allowed into the Dominion at the minimum tariff simply because the country from which they come complies with the conditions therein laid down. These conditions are not, however, confined to any one country. On the contrary, the provisions of the tariff extend to any and every nation which "admits the products of Canada on terms which, on the whole, are as favorable to the products of Canada as the terms of the reciprocal tariff herein referred to are to the countries to which it may apply."

The move of the Government is a bold one. But most of us like boldness. The people of Great Britain appear to be pleased and The London Times has done the unusual thing of cabling its congratulations to the Government. Canadians themselves only hope that the Dominion authorities will be able to maintain their position.

The treaties in question were made before the Dominion had a being, but they have bound us hand and foot nevertheless. The Motherland has recognized that the principle of so binding her self-governing colonies is wrong by of late years giving them the option of either accepting or refusing new treaties. And since 1880 Canada has declined to accede to no less than eleven of these treaties, acceding at the same time to only two.

The Dominion Government has now, however, severed the gordian knot which the Imperial authorities have, without avail, been importuned to untie. And as the people of both Canada and Great Britain appear to be pleased thereat, it will obviously be a difficult task to splice it again.

CORDAGE DECLINES OVER ONE CENT.

The change in the tariff has completely demoralized the cordage market, and sellers hardly know what to quote.

Both sisal and manilla have been offered at a reduction of 1¼c., jobbers this week asking 5¼c. for the former, 7-16 and upwards, and 6¾c. for the latter. Even at this substantial decline, prices are not by any means steady.

THE CUTLERY TARIFF.

IF there is any part of the new tariff which receives the endorsation of the hardware trade, it is that appertaining to cutlery.

The old tariff on cutlery was about as complicated as it well could be. For example: An importer entering, say, a case of carvers, had to pay 32½ per cent. on the carver, 35 per cent on the steel, 30 per cent. on the case and 5c. per each packing case.

The butcher's steel was defined as a tool and subject to a duty of 35 per cent., but a butcher's knife was not so defined and was subject to a duty of 25 per cent.

An ordinary pair of shears or scissors was appraised as cutlery and subjected to a duty of 25 per cent., but a pair of shears used by a barber became a tool and subject to a duty of 35 per cent.

Naturally this caused a great deal of annoyance, and had there been no general revision of the tariff, it is improbable that the vexatious conditions would have been allowed to continue, with importers having such a strong case against it. Its birth must have been through a misconception, for no Government would scarcely have designedly framed such a tariff.

Under the new tariff uniformity has been established, the rate now being 30 per cent. on all cutlery, instead of there being four rates as before, namely, 25 per cent., 30 per cent., 32½ per cent., and 35 per cent.

An impression seems to exist in the minds of some people that with a more uniform rate has also come a lower rate of duty. This, however, appears to be only true when the minimum tariff on British goods is taken into account.

One of the largest importers of cutlery in Toronto gave HARDWARE AND METAL an opportunity of investigating the percentages of its imports under the various rates of the old tariff. These percentages were found to be about as follows: Under the duty of 25 per cent. the proportion to the whole was 60 per cent.; under 32½ per cent. duty it was 30 per cent.; under 30 per cent. duty it was 6 per cent., and under 35 per cent. duty it was 4 per cent.

It will thus be seen that about 60 per cent. of the cutlery imported was under the low rate of 25 per cent. It therefore seems clear that as the tariff stands, without the preferential provisions, the duty is higher under the new than under the old.

Under the preferential tariff of one-eighth cutlery manufactured in Great Britain would be admitted at 26¼ per cent., and under the one-fourth reduction it would be 22½ per cent.

Our imports of cutlery come chiefly from Great Britain, of course. From the United States we only import shears and a few odd lines. Germany ranks next to Great Britain. The following table gives the imports into Canada last year from the three countries named :

	Great Britain.	Germany.	United States.
Penknives and pocket knives of all kinds	$41,639	$32,360	$1,512
Table cutlery, n.e.s.	70,678	432	5,591
Knives, plated wholly or in part	4,869	239	6,168
All other cutlery, n.e.s.	72,579	25,969	13,426
	$189,765	$59,000	$26,697

Canada's total imports of cutlery of all kinds last year were valued at $277,953, of which, according to the above figures, over 68 per cent came from Great Britain.

GAUGING THE MEASURE OF PROTECTION.

THE measure of protection which an industry enjoys under a Customs tariff is not always demonstrated by the percentage of the import duties levied.

This is a fact which seems to be sometimes overlooked in the compiling of new tariffs. And a perusal of the new duties brought down last week in Ottawa conveys the idea that in a few instances the Finance Minister had not always this thought in mind when arranging the various schedules.

There are a good many articles in the iron list in which the difference between the value of the finished product and the raw material from which it is produced is but small.

It obviously follows, therefore, that if in such cases there is to be any protection worthy of the name, one or two conditions must obtain, namely, that the raw material must be on the free list or that the percentage of the import duty must be high.

Take cut and wire nails as an instance. The duty on these is 30 and 35 per cent. respectively. Apparently these are fairly high rates of duty. And so they would be were they what they appear to be. But when the duty on iron sheets and rods, which are the raw materials, is taken into consideration it is seen that the actual protection enjoyed is much smaller than is apparent.

On the iron sheets from which cut nails are made the duty is seven dollars per ton. Now, the price of cut nails in the United States to-day is about $30 per ton. The duty on that at 30 per cent. would be $9. It will therefore be seen that the difference between the duty on the finished article and the raw material is only $2 per ton. To turn this raw material into nails will cost somewhere in the neighborhood of forty cents per keg, taking cost of manufacture, keg, etc., into consideration.

Now, with regard to wire nails. The duty on these, as already stated, is 35 per cent. But this is at once reduced to 15 per cent. by the duty of 20 per cent., which those mills that do not draw their own wire will have to pay.

The price of wire nails to-day, f.o.b. Pittsburg, is $1.45. Duty and freight added would bring this price up to $2.18. Now the first cost of sufficient wire rods, duty and freight added, to make a keg of wire nails would be $1.50, leaving only 68c. between the price of the raw material and the imported finished article, out of which the manufacturer has to pay the cost of making the nails, the price of the keg in which they are put and pay the freight when shipping them to his customer.

Copper rivets may be taken as another illustration of this particular point. Under the new tariff they cannot be made in the country, as the cost of the raw material practically exceeds that of the finished article.

Another factor which might be referred to as detracting from the protection enjoyed is the discriminating freight rates from manufacturing centres in the United States to points in Canada.

As an apparently high duty on a finished product whose value does not greatly exceed the value of its raw material is either in reality a low protection or no protection at all, so a low tariff on an article whose value greatly exceeds the cost of its raw material is often in reality a high protection. Agricultural implements are an instance of this. The duty on these is 20 per cent., but the value of the raw material entering into their manufacture is very low, while that of the finished article is high. Consequently, the measure of protection the implement maker enjoys is greater than that of some of the other industries upon whose products the percentage of duty is apparently much higher.

THE FOLLY OF OVER-CHARGING.

IF a merchant does not make a profit out of the goods he sells it is only a question of time before he will be compelled to go out of business. That is just as certain as it is that a river will run dry if its source is cut off.

But there is a wrong way as well as a right way of securing profit. And to follow the wrong way is almost as bad as to make no profit at all.

One of the ways in which some merchants follow in their desire to make profit is by charging one or two cents per pound more for this commodity, or a dollar or two more for that article than the ruling market price warrants.

Aside altogether from the injustice of such a procedure, it is a most foolish one.

Nine out of every ten of the customers thus taken advantage of will discover the fact before a great while ; and then nine times out of ten there will be a parting of customer and merchant.

We have no reference to the fact that one merchant often finds himself being undersold by another who is cutting prices. We merely have reference to the man who makes a practice of persistently charging his customers in excess of the market price for his wares.

That there are those who are doing it is not supposititious. We know it for a fact, and could give names if necessary.

In these days of keen competition it is not the merchant who exacts for his wares more than the ruling market price that obtains success and earns a competency. It is the merchant who is energetic, up-to-date, rich in ideas, and who turns his stock over frequently.

Verily, he that overchargeth his customers is like unto the man who goeth into his cellar and pulleth the plug out of the tap-hole of his wine cask, for when he overchargeth a customer he certainly releases the plug of confidence that is so essential to the keeping of trade.

THE SCHEME WAS FRUSTRATED.

It is said that a number of Montreal merchants who had consignments, in bond, of German and other foreign goods purchased through an English agency, expected to be able to clear them as "British goods" and thus get the benefit of the 12½ per cent. reduction provided by the new tariff. Their disappointment may be imagined when they found that they would be compelled to take a special affidavit to the effect that the goods were the "growth, produce or manufacture of Great Britain or Ireland and were imported direct to Canada." This precaution on the part of the Customs Department, of course, frustrated their little scheme and prevented their making the profit they had expected.

A STIFF BUSINESS LETTER.

THE subjoined is a copy of a letter recently sent from a well known manufacturing firm in Canada to a debtor who was seeking a composition. Comment is unnecessary.

DEAR SIR,—We have your favor of the 22nd inst. enclosing a deed of composition and discharge, signed by about 40 of your creditors. You propose to pay them at a certain date in the future 30c. on the dollar, and to give as endorsers for the amount the two partners of a certain firm of your town. In your letter to us you state that all but three of your creditors have agreed to your offer. As for us, we do not propose to take less than 100c. on the dollar from you. We shipped you the goods for which you owe us on on the 28th of April last. At that time you carried a good stock of goods. If you are really insolvent now, and especially if you are not able to pay more than 30c. on the dollar, you were insolvent when you ordered the goods from us. If you cannot now pay more than 30c. on the dollar on your debts, you knew when ordering the goods, if you really knew anything about your own business, that you could not pay for them.

On looking up your business history, we find that in 1894 you went through the same performance of compromising with your creditors. You even gave as endorsers the same firm you are giving now. Your creditors, too good naturedly, donated to you a very large part of what you owed them. They, as a matter of fact, appeared to have made you a present of about $2,500 to keep you on your feet. In a little more than two years you are again after them, asking them to make you a further present of 70 per cent. of what you are owing them.

While nearly all of your creditors seem to have signed your deed of composition, we decline. It seems to us bad business and vicious in principle. It is virtually offering a big premium on incapacity, or something worse. The manufacturers and wholesalers of the country cannot afford to foster and encourage and so keep in business men who are not capable of making a living from the legitimate profits of their trade. To do so is to do a wrong to every department of business, for there is no other way to do a successful credit business than to put on enough extra in prices, so that those who pay their own debts must also pay the bad debts made with such houses as yours. Everybody pays higher prices for everything bought because of such business failures. So it is not alone the firms who sell the goods that lose. While you are wronging the firms you have bought of, it is partly their own fault. They all knew your business history, and took their chances. They had a right to do that, but they have no right to compromise with you. When they do that, knowing your history, they deliberately and knowingly put at your mercy other of their customers in your own town, who are your competitors. Those capable and honest men who pay 100 cents on the dollar cannot stand such competition as you can give them, and it is a rank wrong to honest retailers for wholesalers and manufacturers to compromise over and over again with the same party. There is not in the Dominion a man in business to-day so big a dunce that he cannot crush out all legitimate competition if he can only get his goods at 30 cents on the dollar.

Believing, as a matter of conscience, that it is an inexcusable wrong to others, as well as very poor business for ourselves, to encourage you to keep in a business that you are evidently wholly unfitted for, we return herewith your deed of trust unsigned, and are instructing our attorneys to take every possible step to collect in full what you owe us.

We are, very truly yours,

PROGRESS OF FIREARMS.

It is claimed that no branch of mechanism has shown a more marked degree of advancement than is exemplified in the manufacture of firearms. There have been possibly greater inventions in new fields, but in the mechanical world, as it was known 400 years ago, there were no instances of workmanship that, in the intervening period until now, have shown so many wonderful and effective changes and improvements. As an illustration of this fact, take the following description of what was necessary for the musketeer of that time to do before he could fire his weapon :

"The musketeer takes down his musket, uncocks the match, blows, praynes, shuttes, castes of the pan, castes about the musket, opens his charges, chargeth, draws out his skowring sticke, rammes in the powder, drawes out again, and puts up his skowring sticke, lays the musket on the rest, blows off the matche, cockes and tries it, gardes the pan, and so makes ready ; all of which actions must necessarily be observed, if you will not fail of the true use of a musket."

This operation, remarks an exchange, is now almost as curious in the eyes of the modern rifleman as is the verbiage used in its description.

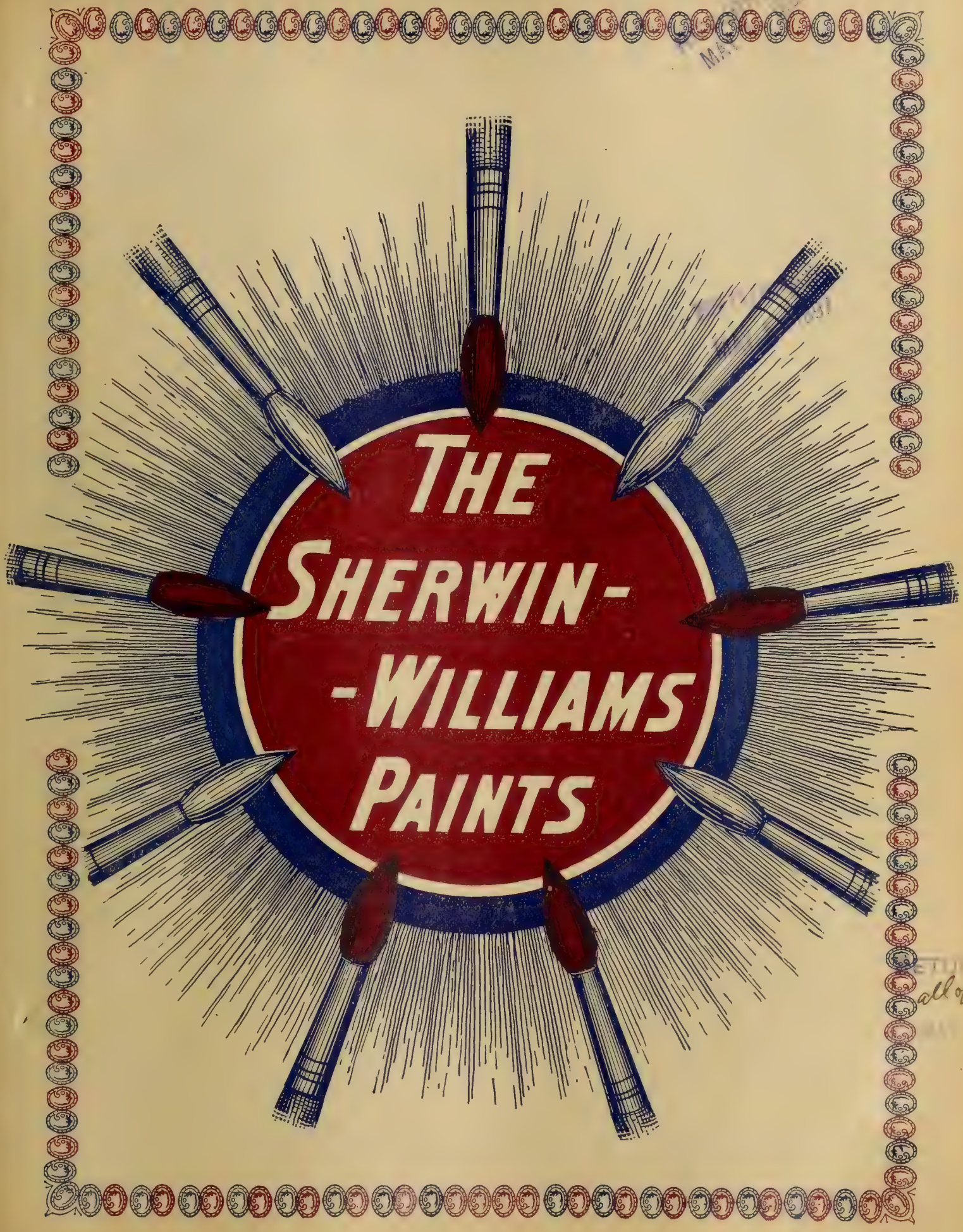
A FIRM OF MANUFACTURERS' AGENTS.

Whatever the future may bring forth, at the present time, at any rate, the manufacturer's agent is a necessity in the hardware trade. Santo & Carrell, of London, Ont., is a firm of that particular kind which is gaining a permanency for itself. The firm makes a specialty of fine art hardware, and among the chief lines it carries are : Upholstery hardware, hose attachments, lawn hose, lawn sprinklers, garden rakes, screen wire cloth, screen door hinges, builders' hardware, saws and tools, shutter hinges, hat and coat hooks, razor strops, lawn mowers, glass cutters, can openers, cordage of all kinds, galvanized iron, belting, (oak tanned), babbitt metals, mixed paints, dry paints, bar lead, white lead, anti-friction metal, shovels, padlocks, castors, cutlery, cartridges, solder, copper rivets, pencils, rules, antimony, twines, spelter, tin. A manufacturer's agent, to be successful, must be energetic. Santo & Carrell have this quality, and both are young men.

The "Nonpareil" anti-friction metal which this firm sells has been adopted by the London Street Railway for use in its armatures. This metal sustains a heavy weight without crushing and will not heat. It is highly recommended for high-speed engines, motors, fastest running wood-working machinery, saw and planing mill machinery, threshing machinery, rolling mill machinery, flour mill machinery, railroad and street car bearings, etc.

NATIONAL BLUE-FLAME OIL COOKS.

The D. Moore Co., Ltd., Hamilton, have been appointed Canadian agents for the "National" blue-flame oil cook stove. This stove has made a complete revolution in cooking with coal oil. It produces a perfect blue flame, giving as intense a heat as gas. The "National" is made of the best material and the construction and finish is second to none. The idea of feeding the oil into the bottom of the burner, instead of the side, allows of a construction that is solid, being made of cast brass. The feed pipe is bolted into the base. The wick raiser also works in it so that it is impossible to leak or get out of order, as there are no soldered joints to come apart. The wick stop is also an ingenious affair, so simple that it needs only the touch of a finger to adjust, it being, therefore, impossible to lose control of the wick, even when turned to its full height. There is positively no odor or smoke from the stove, and it is economical in the use of oil. The stove is made in thirteen different styles and sizes, with ovens both in tin and Russia iron to suit. The accompanying cut represents the Two-Burner low stove.


THE
SHERWIN-
-WILLIAMS
PAINTS

THE NEW TARIFF AND ITS EFFECTS.

IT is not often that we refer to the clever work done by the staff of THE CANADIAN HARDWARE AND METAL MERCHANT. We leave our columns to speak for themselves. We cannot, however, refrain from drawing attention to the way the report of the new Canadian tariff was handled. HARDWARE AND METAL is mailed to its thousands of readers in every part of Canada Fridays. It was nearly midnight Thursday when Mr. Fielding completed his speech. Every word was telegraphed from Ottawa. Our editors and printers worked all night, and at 9.45 o'clock they had everything ready for the press. Only four papers in the Dominion gave the new tariff in full, and not one gave as complete details as were published in these columns. It is no easy task to publish a tariff word for word with the official copy, but when it comes to preparing the thousands of items in detail, such as we presented last week—and will repeat again as soon as it finally passes the House—the magnitude of the work is realized. Each article was picked out of a group, arranged under its proper alphabetical heading, and the old and new tariff given in parallel columns. Representatives of this paper were in the Press Gallery, and closely followed and noted the comments and explanations. Though several thousand extra copies were printed, the demand from the news companies and from business men was so great that the entire edition was exhausted by Tuesday. Merchants and manufacturers paid 20c. per copy, though dailies were obtainable at 1 to 3c.

EFFECTS OF THE PREFERENTIAL CLAUSE.

Owing to the limited time and space in our last issue it was impossible to do much more than refer to the principal changes. While these are not as numerous as many anticipated, yet when the possible effects of the preferential clause are studied it will be seen that they are far more important than appears on first reading. Taken as a whole, the new tariff is a popular one, chiefly because of its pro-British character. In some of its details it is decidedly unfair and unjust and unpopular, and not in accordance with promises made by the Liberals previous to the elections. It shows the fine handiwork of that most astute politician, Sir Oliver Mowat. Even the late Sir John Macdonald could not gauge public opinion as well as the present Minister of Justice. In an impromptu speech Sir Oliver has said some disagreeable things, but when he has had time to study the situation, this canny old Scotchman is never on the wrong side. The preferential clauses have given rise to much discussion. The Opposition leaders insist that they cannot be carried out. There is no need for any doubt on this score. They are being carried out. British goods are now admitted here at 12½ per cent. less duty than those of any other country. After June, 1898, they will have a 25 per cent. advantage. The Opposition say that under the treaty between Great Britain and Belgium and Germany, all British colonies must admit goods from those countries on the same terms as those from Britain. The Government say that a Committee of Council, including Sir Oliver Mowat, went carefully into the question, and came to the conclusion that there was nothing in these treaties to prevent Canada giving preferences to Great Britain or any other country that accorded her liberal treatment. As Sir Oliver has established a reputation as an able lawyer and one whose opinions on such questions command respect, while the Opposition speaks from the standpoint of one not learned in the law or its technicalities, business men will be inclined to accept this feature of the tariff as a certainty. Mr. Foster gained nothing by devoting special attention to the preferential clauses instead of dealing specially with some of the iniquities to be found in the resolutions. There is no doubt that great difficulty will be experienced in carrying out the preferential terms. It will be utterly impossible to prevent unscrupulous dealers from selling through British firms or through branch houses in Britain all kinds of continental goods as of British origin.

DECIDEDLY OBJECTIONABLE.

A most objectionable feature of the new tariff is the one which provides that where it is believed that an agreement exists between manufacturers or dealers in any article to enhance the price, or to unduly promote the advantage of such manufacturers or dealers, the Governor-in-Council shall reduce the duty or place the article on the free list. This practically places every manufacturer in Canada at the mercy of the ward politicians and their black-mailing schemes. If a manufacturer does not subscribe to the party funds, if he does not vote right, if his employes do not vote for the party in power, the industry is liable to be closed and the mechanics thrown out of employment. If the Government is sincere in its desire to prevent combinations let them amend this paragraph by providing that the courts, which have no ends to serve, shall decide when the price of an article is unduly enhanced. They might go further and say when any individual manufacturer unduly enhances prices the duty may be reduced. As a matter of fact, the combines, of which so much has been said and written, have seldom existed, and when they did they never advanced prices beyond a fair profit. Sugar was one of the most abused combines, yet those who are thoroughly familiar with the facts know that neither the refiners nor the grocers ever unduly enhanced prices. On the other hand, one cotton company has been able to dictate terms without forming a combine.

THE QUESTION OF VESTED RIGHTS.

Mr. Fielding laid down the principle that there were no vested rights under the National Policy. We are inclined to think that this was thrown out as a threat, for both Mr. Fielding and Sir Richard said they recognized that large sums had been invested in Canadian industries which it would not do to destroy by sudden changes in the tariff. If no respect for vested rights be the principle of the Liberal politicians it is certainly not that of the rank and file of the party. They recognize the fact that 18 years ago, and on several occasions since, the people of Canada by a large majority decided that the country should encourage the development of domestic industries. We invited capitalists to invest in and build up manufacturing establishments. We trained men and women to operate them. Because the Government—not the party—which was in power previous to June last, was generally rotten and not deserving of the slightest respect or confidence of the country; because a religious question in which few but politicians took any interest was introduced; because the Liberals promised that there would be no interference with established industries; the independent voter elected a Liberal Government. He gave them no instructions to make a free trade tariff to close factories and throw thousands out of employment, but he was quite willing that amendments should be introduced where the late Government had established a tariff for party purposes, as it sometimes undoubtedly did.

It was expected that the tariff would be taken out of the sphere of party politics, but Mr. Fielding's announcement puts the business interests of Canada in the same position as those of the States. If the trade channels of the Dominion are to change with the whims of the professional politician we will never have business on a stable basis. We have constantly urged the appointment of an indepen-

One only Del'd to "The Globe" June 14

DO NOT BE DECEIVED

By the misleading advertisements of the National Cash Register Co., of Dayton, Ohio, as they have no patent in Canada, and any person has a right to manufacture and sell the National Cash Register in Canada.

The HAMILTON BRASS MFG. CO., LTD., manufacture all kinds of Cash Registers as manufactured by the National Cash Register Co., and will guarantee protection to every purchaser and user of the Hamilton Cash Register.

When the National Cash Register Co.'s Agent is quoting prices to you, get a description in writing and the number of the Register he is quoting you prices on, then send the number of the Register with the description to the Hamilton Brass Mfg. Co., and they will supply you with the same Register in every respect, from $10 to $100 less than the price quoted you by the National Cash Register Co.'s Agent.

The following are a few of the facts why the Hamilton Brass Mfg. Co. can manufacture and sell the National Cash Register as made in Hamilton, Ont., and called the "HAMILTON" at a lower price than the National Cash Register Co.:

1st. There is no patent in Canada.

2nd. No royalty to pay.

3rd. No duty to pay.

4th. No office rents at Toronto, Montreal, and other places to pay.

5th. No high salaries to President, Vice-Pres. and Sec.-Treas. to pay.

6th. We are satisfied with a fair profit.

7th. We guarantee the very best material and workmanship.

8th. We are taking out every few days total-adding National Cash Registers and replacing them with the HAMILTON Cash Registers.

9th. We have only been manufacturing Cash Registers about one year, and have made and sold over 300 in that time.

10th. We are Canadian manufacturers, with Canadian capital and Canadian labor.

11th. The money paid for a HAMILTON Cash Register remains in Canada, and the Canadian merchants get the benefit of it.

12th. If you pay your money for a National Cash Register made in the United States, the money paid for it is sent to the United States, and the Canadians do not get one cent of it.

13th. The National Cash Register Co. guarantee their Registers for two years only, while the Hamilton Brass Mfg. Co., Ltd., guarantee theirs for five years.

The following is a description of the National Cash Register Co.'s number 13 and 14, and is a copy of their printed description of same.

No. 13. 20 Keys of any denomination desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Case same size as No. 2. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 1½.

No. 14. 25 Keys of any denominations desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 2.

JAMES ST. N.
—HAMILTON
ONT.

Hamilton Cash Register Co.
Hamilton Brass Mfg. Co. Ltd.

dent commission to deal with trade questions. Business men's experiences with both Governments impress this theory upon them more strongly than ever. The great majority of the members of the House of Commons believe a measure of protection is necessary for many Canadian industries. Only those with the greatest political pull will get it under party administration.

A POPULAR PRINCIPLE.

Mr. Fielding, in speaking on trade questions some years ago, is reported to have said that he believed in the encouragement of those industries which developed the natural resources of the Dominion. This is the ideal policy and one which has constantly been urged in these columns. In some respects he is carrying out this policy. He knows that iron can be made by throwing some ore, limestone and coke into a furnace, but he admits the fact, which we have been trying to drum into his partisan followers for a long time, that it takes years of careful experimenting before they can produce irons that are suitable for the various purposes for which they are required. Unfortunately, he introduced a clause providing that no bounty be paid on iron exported. This is entirely contrary to the true principles of business. Some of our iron is now being used abroad for mixing and if this trade can be further developed by generous assistance during its infancy it will eventually result in great advantages to Canada. Otherwise the trade is highly pleased with the treatment of this industry. They agree that the principle of bounties is much fairer than large import duties. In the pulp industry Mr. Fielding does not carry out the principle he laid down. This promises to be one of Canada's most important industries. While the duty has very properly been retained on paper, Mr. Fielding handicaps those who would be the largest consumers of pulp and paper. The wall paper manufacturers, who use large quantities, found that American makers of cheap grades that would not sell in their market, shipped them to Canada and sold at any price to get rid of them. In fact, this is the policy of Americans on all goods on which there is a design. Canadian makers represented this fact to the late Government and a specific duty was imposed which effectually shut out these slaughter-goods. Mr. Fielding takes this off and a large portion of these will now come from the States. Again, printing offices were large consumers of cheap papers. Millions of patent medicine almanacs and other advertising amounting in value to very large sums are annually printed, all over Canada, on Canadian paper. The duty has been reduced so that these patent medicine and other firms can have their printing done in the United States. This reduction is a useless one. It is certainly no gain to the consumer and is a great loss to the country. The duty on cheap books is also lowered and the few printed here may now be produced abroad and use foreign paper.

THE HAND OF THE POLITICIAN.

Coming to the changes in ratings we begin to suspect the hand of the Liberal ward politician. It is a remarkable fact that those who have suffered most have been Conservatives. Where Liberals were interested duties were maintained and even advanced. Even honest Mr. Paterson is accused of favoring his own constituency. One of its chief industries is cement. The duty on this has been increased about 25 per cent.—an increase of which we approve—and it is now equivalent to an ad valorem of about 60 per cent.

HARDWARE AND METAL CHANGES.

In endeavoring to adjust the steel tariff the Government is badly mixed. They reduce the duty on the low-grade steel made in Canada from $10 to $7 per ton, while they advance the rate on that made abroad, which costs over four cents per pound, from $10 a ton to 15 per cent. This is equivalent to an average of $30 per ton, or an advance of $20 a ton. This applies chiefly to steel for tool making. This same quality of steel, if brought in manufactured in the form of tires, is free.

The duty has been reduced on scrap iron, no doubt on account of the absolute necessity to give the mills in Canada, making bar iron, etc., material at a reduced rate of duty, so that they would be able to compete with the very low prices ruling in the United States. The reduction in the duty on pig iron does not amount to as much as it looks on the face of it. The duty, which was $4, now is $2.50. The bonus has been increased from $2 to $3.

The duty on iron and steel ingots, and blooms and slabs, has been only reduced $1, while the bonus on the pig iron has been increased and the bonus on the ingot has been increased, so that altogether the steel companies are $1 per ton better off than they were before.

Bar iron and steel is reduced from $10 to $7, so that all the manufacturers suffer alike.

Skelp iron, which was in the previous tariff $10 per ton, has now been reduced to 5 per cent. This seems to be a reduction of between $8 and $9 per ton, and is, no doubt, supposed to be a slap at the mills in Montreal who were making this material, and also that this special duty has been made for two sons of a very prominent Liberal, who are manufacturers of pipe and who were unfairly treated by the Conservative Government.

The paragraph covering rolled iron and steel sheets seems to offer a sort of contradiction, as it reads, "sheets thinner than No. 17 gauge," and winds up with "steel of hoop bands and different kinds of sheets thinner than No. 16 gauge."

Chrome steel has had quite a raise, from ½c. per lb. to 15 per cent., but this is no doubt for revenue purposes.

Iron and steel railway bars have no doubt been fixed to prevent a repetition of the difficulties that existed between the street railway here and the Government.

Railway fish plates and tie plates have been only reduced $2 per ton, while reduction in the other items has been $3, and is no doubt for the benefit of the Nova Scotia company.

Iron and steel bridges, or parts thereof, have been reduced to

WHITE LEADS
White Zinc
Ready Mixed Paints
Floor Paint
Flat Brick Paint

SUPERFINE COACH COLORS

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Worry Kills, Work Doesn't!

If you order five different articles from five different firms, you have to write five orders and read five acknowledgments. Why not save the time lost, expense incurred, "work" that becomes "worry," by ordering a full line from one manufacturer? We have the most complete line of Color Paint, Stain, Enamel, Varnish, Glass and Brush Specialties for Hardware Merchants. We imprint your name, business and address on all advertising matter, which helps materially to sell your other lines. Special labels and cards if desired. Our system works. Try us. John Lucas & Co., Philadelphia, New York, Chicago and Boston.

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30 per cent., and looks like a pretty bad slap in the face, and it comes at a time when the only good contract in years, the new Victoria Bridge, was open.

Springs, axles and axle bars and blanks for railway or tramway vehicles do not seem to have been changed very much from the previous duty of $20 per ton to 35 per cent., and it is noticeable that among the principal manufacturers in the east is a very prominent Liberal.

Cast iron pipe is reduced $2 per ton in keeping with the reduction in the duty on pig iron.

Boiler tubing, etc., does not seem to have been changed very much, but wrought iron or steel tubing, 2 inches and smaller, has had a great reduction. No doubt, however, the 5 per cent. on the material to make this will be enough for the manufacturers.

Iron and steel cut nails seem to have been sat upon, judging from statements made. Thirty per cent. will only represent less than 40c. per keg. Wrought and pressed horse shoes and horse shoe nails do not seem to have been changed at all.

Wire nails at 35 per cent. seem to be better off considerably than their competitor the cut nail. However, it is claimed this is another case where Liberal members of Parliament are interested in sustaining this industry.

In shoe tacks and cut tacks and sprigs, it looks like a very considerable reduction from the specific.

Screws, commonly called "wood screws," seem to have had a downfall, and the makers are getting it, so to speak, "in the neck." The makers of these goods, and they are very few, must have merited this punishment in some way. Not satisfied with pronouncing one of the large producers dead after the 1st of January, 1898, on half of his business he does not seem to have had a chance for existence on this line.

The item of barbed wire for fencing, looks like a very sick man whom the doctor says will live until January 1st, 1898, and after that you are going to be dead. Why barbed wire should be made free, while buckthorn and strip fencing for the same purpose is left at 25 per cent., is one of those things no one can explain. It is notorious that all the makers in this line are not what one might call friends of the Government. Other kinds of wire seem to have been reduced from 25 to 20 per cent. No doubt the wire drawers will be able to exist locally.

Lead in pigs, lead in bars and in sheets, do not seem to have been changed relatively very much.

Iron and steel nuts and washers and rivets will have a hard time to compete. Not much labor for the making of nuts means that the duty on the bar iron is equal to about 33⅓ per cent., and on nuts only 35 per cent.

Carvers and steel cutlery of all kinds seem to have been gathered up out of the old tariff and put in one item, and it is a decided improvement. In some cases it is an advance on the old rate of duty and no doubt this all goes to the revenue, but when taken in conjunction with the preferential clause there is a reduction.

Axes, scythes, sickles and reaping hooks seem to have been sat upon. There is but one important manufacturer in Canada, and under the late Government he had things pretty much his own way. Shovels and spades, of iron and steel, have been well taken care of. The old duty was 25 per cent. and 50c. a dozen; the new rate is 35 per cent. An English spade costs from 25s. to 34s. a dozen in England, so that while the rate remains about the same on the cheaper lines, on the better lines there is an increase; same applies to draining tools and mining shovels. On draining tools prices in England are from 26s. to 50s. per dozen on shovels. With the exception of mining shovels, the rate remains about the same. We can see no good reason why these should not all be placed on the 30 per cent. basis for hardware lines. Here, again, our friends the farmers are large users of these lines, and a material reduction was looked for, especially in view of the admission of one of the Gananoque concern, that they were paying American manufacturers a large sum annually to keep out of the Canadian market.

Steam engines and boilers and derricks, cranes and portable engines and mowing machines, and harvesters and self-binding reapers, cultivators, ploughs, are reduced, but it does not look like a great advantage to the farmer. In the case of the barbed wire, which is not even at a revenue tariff, it was considered absolutely necessary to give the farmer his barbed wire for his fencing free; but the Government does not seem willing to give him his agricultural implements at the lower price. Is there not a Liberal in the House who is a member of some firm about Smith's Falls? It is also rumored that there are some people in Brockville who are very good Liberals.

PAINTS AND OILS.

There was not much anxiety in this branch as to the tariff, seeing the trade pay heavy duties on linseed oil and other raw materials. The protection is very little, and in some items amounts to a handicap. The new tariff makes no change whatever on the paint and color clauses. The preferential clause will affect linseed oil about half a cent per gallon and English vermilion about 1c. per lb. Other changes will be fractional.

SOME UNCERTAINTIES.

The time at which the preferential clause reduces the duty on British goods to three-quarters of the general rate is not the best. It is just the middle of the season, when large quantities are being imported. Some houses will have to pass their goods at 12½ per cent. while others will get off with 25 per cent. December and January would be a more popular season with importers.

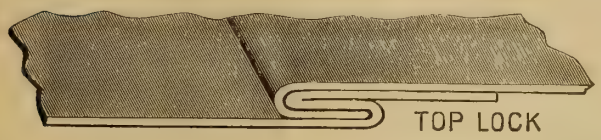
The uncertainty as to what countries may be allowed this preferential clause places the importer in an extremely annoying position, as he cannot tell with certainty which is the best market in which to purchase certain lines. As an illustration we use the line of "clippers," which are made in both England and Germany. With the present preference given to England, an English clipper might prove the best value, and the importer or agent would then take his customers' orders for this line and send his orders to the factory. Before the goods arrive the Controller may decide to allow German goods the same preference. The importer then finds that perhaps the German clipper is the best value, and he is then under the very unpleasant necessity of losing a considerable share of his profit to satisfy and hold his customers. Uncertainty is a curse to any trade, and the Government should definitely announce, some months in advance, what countries will receive the benefit of the preferential clause.

Business men generally recognize the great difficulties the Government had to face in dealing with the tariff. They believe that Mr. Fielding, Sir Richard and Mr. Paterson had a sincere desire to deal honestly and fairly with all interests, but they believe that they have been misled and misinformed in some cases. Sir Richard put this very frankly in his speech and said they were prepared to make such changes as were shown to be fair and just. It is to be hoped they will listen to representations that will be made to them and act on them without reference to the views of local politicians. The preferential clause will hit nearly all manufacturers hard enough—harder than some yet realize—without making their position and that of their employers a very critical one by other special reductions.

THE TARIFF LIST.

The new tariff published last week has brought warm encomiums to HARDWARE AND METAL from the trade. This list will be again published when the tariff is finally passed, and with its parallel columns and alphabetical arrangement will be a valuable document for business men.

ARE YOU INTERESTED IN METAL SHINGLES



THAT ARE EASY TO SELL?

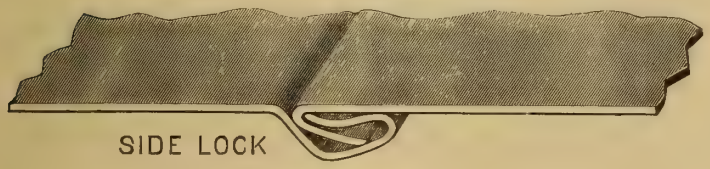
These cuts show the "top lock" and "side lock" used in the construction of the

SAFE LOCK SHINGLE

which render unnecessary all cleats, rivets, etc., used on all other makes of metal shingles. We have yet to find the first customer who will not admit that the **"Safe Lock" Shingle** is better than any other now on the market. This being the case, dealers who secure control of our goods control the business in their locality.

Will be pleased to send samples and prices upon application.

DO YOU WANT THE AGENCY?



Metal Shingle and Siding Co.

Limited.

Preston, Ont.

TANDEM

ANTI-FRICTION METAL

THE TANDEM SMELTING SYNDICATE, Ltd., LONDON, E.C.

A QUALITY.
For HEAVIEST PRESSURE AND MEDIUM SPEED
or HEAVY PRESSURE AND HIGH SPEED

B QUALITY.
For HEAVY PRESSURE AND MEDIUM SPEED
or MEDIUM PRESSURE AND HIGH SPEED

C QUALITY.
For MEDIUM PRESSURE AND HIGH SPEED
or LOW PRESSURE AND HIGHEST SPEED

The trade supplied by

Lamplough & McNaughton

MONTREAL

WRITE FOR PRICES

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.

Hogarth Bros., general merchants, Mattawa, have assigned.

Kerr & Morgan, machinists, Montreal, have compromised and are retiring from business.

Trottier & Hardy, general merchants, Farnham, have compromised at 30c. on the dollar.

J. O. Lumley, general merchant, Iona, has assigned to H. Hawthorne.

John Tyo, sr., general merchant, Dundee, Que., is offering to compromise at 27½c. on the dollar.

P. J. Harrington, general merchant, Killaloe, is offering to compromise at 40c. on the dollar.

M. O. Lalonde, general merchant, St. Polycarpe, Que., is offering to compromise at 50c. on the dollar.

Lauthier & Co., general merchants. St. Telesphore, Que., are offering to compromise at 40c. on the dollar.

A first and final dividend of 26¾c. on the dollar has been declared in the estate of Jacob Erratt & Co., furniture, Ottawa.

PARTNERSHIPS FORMED AND DISSOLVED.

Douglas Bros., galvanized iron works, Toronto, have dissolved, and Walter Bell has been appointed receiver.

W. Tudhope, carriages and agricultural implements, Orillia, has admitted E. F. Cooke as partner under the style of W. Tudhope & Son.

A new co-partnership has been registered by F. Waterman and W. O. Bates, of Bridgewater, N.S., under the style of Waterman & Bates.

J. R. Henderson and Chas. H. Potts have registered a partnership in Montreal to carry on business as dealers in wholesale paints under the style of Henderson & Potts.

J. Rousseau & Co., plumbers, Montreal, have dissolved, and a new partnership has been formed by Joseph Rousseau, senior and junior, under the style of J. Rousseau & Fils.

SALES MADE AND PENDING.

The stock of E. D. Colleret, hardware, Montreal, has been sold at 58c. on the dollar.

The assets of O. Mercier, carriage maker, Repentigny, Que., are to be sold May 6.

The business of the estate of W. Dimock, hardware, etc., Windsor, N.S., is advertised for sale.

The plant of the estate of the Armitage Manufacturing Co., window blinds, etc., New Toronto, is advertised for sale by tender.

CHANGES.

E. Bemrose, harness, Barrie, is giving up business.

J. E. Belzie has opened a general store in Trois Pistoles.

A general store has been opened in St. Simon, Que.

The Milton Wire and Roofing Co., has obtained a charter.

The Mac Machine Co., Ltd., of Belleville, has been incorporated.

J. MacDonald, blacksmith, Thornhill, has sold out to Robert Forbes.

Wesley Pickering, harness maker, Zephyr, is commencing business.

James Boland, general merchant, Killaloe, has sold out to Mohr & Ryan.

D. Taylor, general store, Wood Island, P.E.I., has sold out to A. J. Taylor.

Swayze & Co., general merchants, Fenwick, have been succeeded by W. H. Fry.

The Bailey-Donaldson Co., hardware, etc., Montreal; Elizabeth H. Donaldson registered proprietress.

Alex. Colleret has been registered proprietor of the firm of E. D. Colleret & Co., hardware, Montreal.

Leduc & Fortin, general merchants and lumber, Beauharnois, Que., are giving up dry goods and boots and shoes.

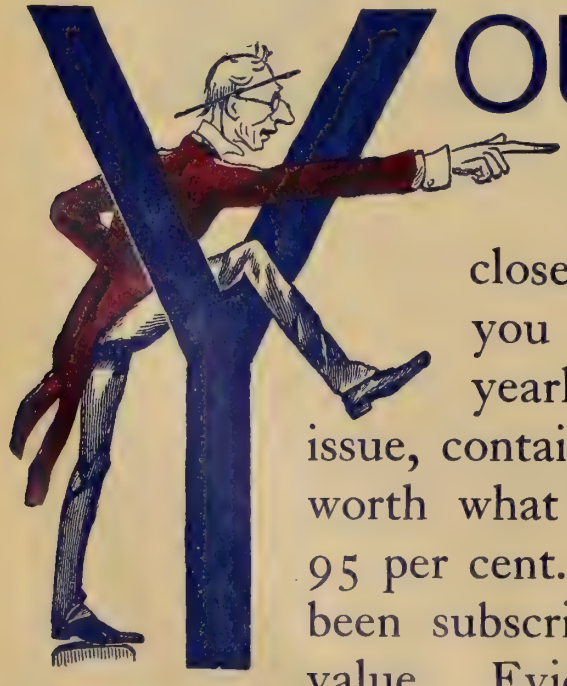
FIRES.

C. Norsworthy & Co., foundry, St. Thomas, have suffered loss from fire.

DEATHS.

George Rent, stoves and tinware, Halifax, is dead.

Thomas McDonald, manufacturer of tinware, Montreal, is dead. His remains were interred in Toronto on Monday. He was at one time a member of the firm of McDonald, Kemp & Co., Toronto.



YOU, who are **not** subscribers to HARDWARE AND METAL, and who receive a copy of this issue, are respectfully requested to fill out the enclosed "Trial Subscription" blank. Are you aware that any one issue is worth the yearly subscription price? Last week's issue, containing the new Customs Tariff, was alone worth what is asked for the year. The fact that 95 per cent. of hardware merchants in Canada have been subscribers for years is proof positive of its value. Evidently the other 5 per cent. have not had a "trial subscription." Please do not procrastinate.

PAINTS THAT SELL!

UNICORN

MIXED PAINTS

It is one thing to have "paints to sell" and quite another thing to have "paints THAT sell." Paints THAT sell are those that have a name, the ones that people know are good. It takes time to prove a good paint, but it is time well spent when the point has been attained. The paints that have stood the test for years, and are guaranteed for purity and durability when all others fail, are known all over Canada as the **UNICORN BRAND**. They afford the dealer a fair profit and enable him to please his customers without trouble. There is a large range of colors to choose from and all kinds of advertising cards are supplied.

BULLDOG

MIXED PAINTS

Some people like one brand and some another. We have acquired all rights in the manufacture and sale of the celebrated **BULLDOG BRAND** of the late firm William Johnson Dickson & Co., and this brand of paint will be kept up to its usual standard of excellence. Those who have handled it in the past know full well what satisfaction it gave to their customers. We know that this is a good paint a pure linseed oil paint, and that is why we continue to manufacture it and offer it to those who want "paints THAT sell."

VARNISH

THE "UNIVERSALL"

A dealer keeps all kinds of varnish: Furniture varnish. Carriage varnish. Oak varnish. Coach varnish, etc. We make them all, but sometimes a man comes in and wants to buy something to varnish his boat, or his oilcloth, or his floor, or his wainscot, or something else inside or outside. He wants to see something special, nicely put up and well recommended. He wants nothing cheap; he is willing to pay for it. Give him **UNIVERSALL.** Put up in half pints, pints, quarts, half gallons and gallons.

MANUFACTURED BY

A. RAMSAY & SON - MONTREAL

ESTABLISHED 1842.

Plumber and Steam-Fitter

THE PLUMBER'S RELATION TO WHOLESALE DEALERS.

By W. J. Burroughes, president M. P. Association, Toronto.

THERE are few subjects in connection with the Association movement which call for a more thorough understanding on the part of those interested than the relation which should exist between the plumber and the wholesale dealer. To the absence of this knowledge may be attributed the birth and existence of, and necessity for, the protection movement of last year, and it is proper that the consideration of this subject should be discussed in its broadest and most liberal sense.

That there has been in the past, to a greater or less extent, a misconception on the part of the manufacturers and wholesale dealers of what these relations should be, needs no special demonstration, and I do not propose just now to discuss it. It was to take steps to place these relations on a proper basis that our first convention assembled in Montreal in July last, and the experience of a few months must have demonstrated so unmistakably to the manufacturer wherein his interest lies, that "he who runs may read."

There is no greater mistake than to consider that there should be any latent antagonism between the two interests, although an idea seems to exist that such a feeling is prevalent. These interests should be as identical as those existing between other departments of wholesale and retail trade.

The plumber stands toward the manufacturer and dealer in plumbing material in the same light as the retail dealer in any other line of business, and should have his proper measure of protection in the matter of discounts and other trade usages.

It does not follow that because the architect, builder or owner may offer facilities for a certain amount of trade, independent, in a certain sense, of the plumber, that the latter is to be ignored. The manufacturer must still bear in mind that he is to a greater or less extent dependent upon the plumber for such an endorsement of his goods as will secure for them a preference over other goods of a similar character, an endorsement which should carry considerable weight, on whichever side it is given.

The facilities for an adverse decision are many. The practice among architects and property owners should be to place the plumbing arrangements in new and old buildings in the hands of some plumber of good judgment and ability. There is nothing easier than to practise the law of retaliation upon the manufacturer who ignores the relations which should exist between him and the craft, let it be in the matter of specialties or any sanitary appliances. What is there easier, where the plumber's endorsement is necessary, to tranfer it to the goods manufactured by houses which deal honestly and fairly with the trade ?

It is only human nature to retaliate in this manner, and if the manufacturer so treated remains stubborn, it cannot be denied that while such a condition of affairs continues the plumber is in a certain sense justified in pursuing such a course. How long the warfare can last, as far as the manufacturer is concerned, can readily be measured by past experience, and that the folly of that course has already made itself felt may readily be inferred from the fact that the manufacturer and dealer have established satisfactory and friendly relations between the craft and themselves all over this country on a basis which affords equal security and protection to both classes.

The true relations, therefore, which should exist between the manufacturer and the plumber may be summed up in the words IDENTITY OF INTERESTS.

There is no use of taking hold of any fine-spun theories in connection with this subject? Self-interest is the motive power which keeps all business machinery in motion, and, coming down to a solid basis, the true relation which should exist between the plumber and the manufacturer is that which will best secure a mutuality of interest. So long as these two representatives of supply and demand recognize this principle, it is sufficient for all practical purposes, and will be found all-powerful in determining the obligations of one to the other.

RULES FOR CARE OF PLUMBING.

MR. J. W. HUGHES, plumber, etc., No. 2 St. Antoine St., Montreal, has issued a book on rules and regulations regarding the proper care and management of plumbing apparatus in the house. He is circulating it among his customers, and it should be a good advertisement for him. The following extracts bring out the principal points: Water closets, slop-hoppers, basins and all other plumbing fixtures should be thoroughly cleaned and scrubbed with soap, hot water and a cloth or soft brush at least once a week or oftener, if possible.

After cleansing closets and other fixtures thoroughly, let clean water run from faucets for a few minutes, in order to change completely the water in trap.

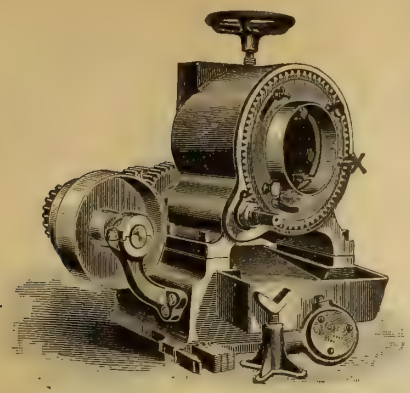
The same care and treatment should be applied to the floors and walls surrounding the fixtures. The woodwork of the closet seat should be kept scrupulously clean. All plumbing work should be exposed, or enclosed in removable covers. Under no circumstances allow rubbish of any kind to accumulate under closet, basin or sink.

To clean enameled bath tubs and enameled closets use soap, warm water and a cloth or soft brush. Under no circumstances use gritty substances in cleaning enamel surfaces. A cloth saturated with coal oil or gasoline will remove flyspecks, paint, stains and mineral water discolorations. Keep exposed nickel plate work brightly polished. Keep woodwork rubbed dry and free from soil stains, oil working parts from time to time.

Note that the best sanitary appliances, constant ventilation of pipes, together with frequent flushing, and thorough cleansing of fixtures, are necessary safe-guards of a proper system of plumbing, against the entrance and diffusion of sewer gases.

Have your plumbing work inspected and tested by J. W. Hughes at least once per year; just before closing the house for winter is the best time.

To properly cleanse the trap, a half teacupful of liquid lye, or potash, should be poured in each trap (except water closet



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS No. 23 Garden St. Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

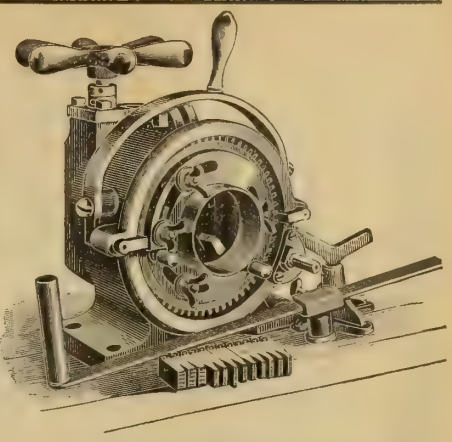
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ⅛ to 8 inch, and attachable to any make or size of lathe Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

.. ISLAND CITY ..

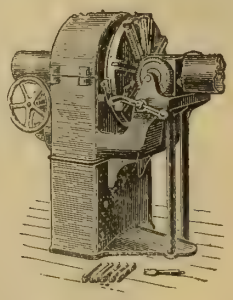
Paint and Varnish Works

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

Armstrong Pipe Threading



AND **CUTTING-OFF MACHINES**

(Hand or Power).

Armstrong Adjustable Stocks and Dies, Vises (hinged, Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St. Bridgeport, Conn.

Assistant Wanted

An energetic young man, having a good practical knowledge of Plumbing, Steam-fitting and Gas fitting to write for that department of HARDWARE AND METAL, and to solicit subscriptions and advertisements. Apply

Managing Editor

MacLean Publishing Co., Montreal

PLUMBERS' SUPPLIES

The "FAULTLESS"

"FAULTLESS"

Smooth Corners
No Wrinkles
Best and Cheapest Sink

WRITE FOR PRICES AND DISCOUNT.

Ontario Lead and Barb Wire Co. Ltd., - Toronto

Robertson's

..PURE..

Ready-Mixed Paints
Dry Colors
Enamels
Dipping Paints
Carriage Colors
Floor Paints
Oil Wood Stains
Graining Colors
Monarch Varnishes

ETC., ETC.

For sale by all leading Hardware Dealers in Canada. . . . . .

Manufactured by

The James Robertson Co.
Limited.
263-285 King St. West, **Toronto**

AN INCIDENT OF YE OLDEN TIMES.

1st Brother—"For shame, brother—How thy noble courtesy is changed with thee—When were you wont to let thy father's son pass without nod, or beck or smile, as though he hath wrought thee some injury?"

2nd Brother—"Verily, brother, these ears of mine hath not heard thee before, and I was so glad to see the sign of my old friends that I had no eyes for aught beside. Since my good wife and maidens have received tidings of them, they wil have naught else to paint with in the household, and this many a year our home has been made cheery and glad some by these very same paints."

1st Brother—"I'faith, man, thou wert indeed much intent; and prithee what tradesman doth sell these same paints thou praiseth so highly in this good town of ours?"

2nd Brother—"Thine own dealer will surely keep them if he be a man of good judgment, but if he hath them not, tell him to write quickly to **The JAMES ROBERTSON CO. Ltd., TORONTO,**

THE PAINT MAKERS."

IT STANDS AT THE HEAD

For many years "Queen's Head" Galvanized Iron has commanded a larger sale in Canada than all other brands combined, and is equally popular in other parts of the world.

WHY? BECAUSE

It is Uniform in Quality—every sheet guaranteed to stand double seaming and any other fair test—will be replaced if it does not.

It is Uniform in Weight—no mixing of gauges in the same case. You know the cost of a sheet before weighing it—28 gauge weighs 10 lbs. in 72x30 and 13⅓ lbs. in 96x30—26 gauge, 11½ and 15⅓ lbs.

It is Perfectly Flat, Beautifully Finished—won't rust in spots when exposed—is **true to size,** every sheet is **full length,** and, being carefully packed, reaches you in **good order.**

It is Low in Price—sheet for sheet, no similar quality costs less—and it does the work of other brands that are held at a much higher price.

You Can Always Get It—nearly all leading jobbers carry it in stock, and the makers are famous for prompt shipment of import orders.

No wonder the makers are by far the largest in the world, and that their sheets are the standard in all markets.

You can buy LOWER PRICED Iron, but you can't buy CHEAPER.

BRANDS THAT YOU CAN BANK ON.

You know how risky it is to buy unknown brands of Metals. You may possibly save a trifle in price, but take the chance of losing ten times as much in the working. All the following are standards, having been thoroughly tested, and you are safe in buying them :

TINPLATES—Best Steel Coke—"**Lydbrook**" and "**Trym Best**"—the Canners' favorites; Charcoal—"**Allaway's**" and "**Canada Crown**"; Best Charcoal—"**Dominion Crown,**" tissue-lined; Extra Charcoal—"**Dominion Crown, Best Best.**"

CANADA PLATES—"**Allaway's**"—best value in the market; 54 sheets to box of 18 x 24.

TERNE PLATES—"**Dean**"—the most heavily coated sold here.

GALVANIZED CANADA PLATES—"**Queen's Head**" and "**Dominion Crown**"—far superior to painted metal shingles or siding.

TINNED SHEETS—"**Manor**" Best Coke and "**Dominion Crown**" Charcoal.

BLACK SHEETS—Iron or Steel—"**Dominion Crown,**" ordinary quality; Lysaght's "**Southern Cross**" and **C.R.C.A. Best** (dead flat).

BAR AND HOOP IRON—"**Dominion Crown**" specially true to gauge—famous in Horse Shoe quality bars.

WIRE—Whitecross Co's WW brand, in all grades. Coppered Spring Wire a specialty.

ANVILS AND VICES—**Henry Wright & Co's**—Guaranteed equal to any.

PIG IRON—"**Carron**"—The oldest and best Scotch brand, and "**Ayresome,**" second only to "**Carron.**"

THE WHOLESALE TRADE ONLY SUPPLIED.

A. C. LESLIE & CO. Agents, Montreal

Caverhill, Learmont

WE CARRY THE LARGEST
AND MOST COMPLETE STOCK OF

Cutlery *Bicycles*

Guns *Sundries*

Ammunition *Sporting Goods*

trap), at least once a week, letting it remain over night, when a good flushing should be given, which will not only cleanse the trap, but also the pipe.

A valuable cleansing agent for pipes may be found in an occasional flushing with hot solution of common washing soda, copperas or potash.

A metallic strainer should always be used in kitchen sinks above the trap, no solid plug, under any circumstances, to be used.

After emptying slop jars into slop hopper, or closet, always flush the fixtures and its trap by pulling the chain attached to water tank above or letting water run.

Always raise the wooden seat before emptying slop jars into closets, or before using same for urinal.

Make it a practice to flush each fixture daily, and if located in an unoccupied room, require someone to turn on the water each day, in order to keep trap full of water.

This is important, otherwise the water in trap will evaporate, and allow air from sewer into the room.

In leaving the house vacant during the summer, special precaution should be taken to prevent entrance of sewer gases into the house; therefore, all overflow holes in washbowls, sinks and bath tubs should be closed with corks or by pasting paper over the openings, then close the outlets with plugs, and fill basin and tubs with water to near the overflow line.

In case of kitchen sinks it is best to remove the open strainer, substituting a plug strainer, closing the outlet with a plug, and filling the sink with water.

Wash tubs connected with sewers may be similarly protected, by closing the outlets and filling tubs with water.

In case of slop hoppers and water closets it becomes necessary to remove all water from the trap with a sponge, or otherwise, and to fill trap with glycerine or oil, or with a solution of chloride of calcium.

In leaving your residence during the winter months, it is of the utmost importance to remove completely all water from supply and waste pipes, traps, fixtures and tanks, so that nothing can freeze. For this purpose a stop and waste should be placed at a convenient point in the supply pipe, and all supply pipes laid to drain to this point; have water shut off at street.

The kitchen boiler and water tanks should be emptied and all overflows must be closed, traps filled with glycerine, and the outlets of fixtures closed with plugs, as previously described.

The water closet trap should be filled with a strong salt solution, to which may be added some calcium chloride.

The same precautions should be taken on cold nights during winter, at least to the extent of cutting off the water supply from the house and closet and other exposed traps, as described above, and opening all cocks. In moderately cold weather a handful of common salt thrown in the water-closet trap will prevent freezing in exposed fixtures.

No butcher's offal or garbage, dead animals, wood, stone, straw, rags, hair, ashes, fruit or vegetables, peelings, or any other matter or thing whatever, except fœces, urine, necessary closet paper, and liquid house slops, shall be placed, thrown or deposited in any man-hole, sewer, soil pipe or house drain in the city.

You will see by the above that it is the better to use for closet purposes only regular toilet (tissue) paper, and it is not only against the law, but against your own interest to use newspaper, or other stiff paper, as by its use you will certainly, sooner or later, stop up the sewer pipe, thereby causing a plumber's bill largely in excess of cost of regular toilet paper.

Don't forget to pull the chain attached to water tank, after using the closet.

& Co., Montreal

WHOLESALE SHELF AND HEAVY

HARDWARE MERCHANTS

Builders' Hardware *Iron*

Seasonable Goods *Nails*

Mechanics' Tools *Glass*

SELLING OUTSIDE THE TRADE.

THE Winnipeg master plumbers have decided to form a local association and have applied for admittance to the National Association. Secretary Hughes forwarded them all the necessary documents the other day from Montreal.

It is claimed that there is every necessity for them to organize in self protection, particularly on account of the tactics of certain plumbing supply houses. In several cases the supply houses have actually retailed goods to people outside the trade for a lower price than they sold to regular members of the trade.

Iron pipe was one line of which the Winnipeg trade had to complain, a firm in their city selling to outsiders for ½c. less than the figure which regular plumbers had to pay. Such practices, they contend, deserve a remedy.

SAMPLES OF NEW LINES.

H. McLaren & Co., the Montreal representatives of the Steel-Clad Bath Co., received some handsome samples of new lines recently. The new goods are nickel plated instead of being only tinned, as in the case of the ordinary lines. Among the more notable baths is one without any faucets or escape plug. The water is turned on by a contrivance at the foot of the bath, which fills in noiselessly, a decided improvement over the ordinary splashing arrangements.

PLUMBING NOTES.

The Master Plumbers' Association of Toronto met on Monday night and transacted routine business.

W. J. Burroughes & Co., of Toronto, have recently secured contracts for putting in plumbing in four houses in Oxford street, two in Sumach street, and for overhauling the plumbing in four houses in Spadina avenue.

Secretary Hughes said this week that the Executive Committee of the National Plumbers' Association of Canada was hard at work completing arrangements for the annual convention, which takes place in Toronto the 2nd July next.

A SUCCESSFUL TENDERER.

A Montreal plumber, W. J. Graham, of Cathcart street, is the successful tenderer for the plumbing and heating contract in the new hospital now in course of construction in Cornwall, Ont. This is really the first important job that has been closed in Montreal for several months, as the plumbing business, although fair for the ordinary daily run of work, has been devoid of any large operations.

AN ADVANCE IN TOOL STEEL.

"The new tariff is certainly more protective than ever on tool steel," said a Montreal importer of that material to HARDWARE AND METAL this week.

"The duty has been changed from a specific one of $10 per ton to 15 per cent. ad valorem. No doubt the tariff framers at Ottawa thought that the change meant a reduction in the duty. As a matter of fact, the exact reverse is the case, for an ad valorem duty of 15 per cent. figured on the cost of this high grade steel at primary markets means a duty of $30 per ton, an advance of $20 per ton, or 1c. per pound. In fact, sellers are now asking 12c. instead of 11c. If the Government wished to be consistent they should let tool steel in free. It is practically of the same grade as tire steel, and the latter is free. Neither are manufactured in Canada, so that if tire steel is free why not tool steel?"

Mechanics Supply Co.

96 ST. PETER ... STREET QUEBEC, P.Q.

SOLE AGENTS FOR

Toronto Radiator Mfg. Co.

Safford Radiators for Hot Water and Steam

Gurney-Massey Co.

Doric, Defiance and Oxford Boilers . . . . .

Toronto Steel-Clad Bath Co.

Steel-Clad Baths, etc.

Penberthy Injector Co.

Automatic Injectors, Oilers, etc.

Sclater Asbestos Mfg. Co.

Magnesea Asbestos Pipe Covering, etc.

L. S. Starrett Co.

Fine Machinists' Tools.

Send for Illustrated Catalogues

Etc., Etc., Etc.

IRON PIPE AND FITTINGS

IMPORTERS AND DEALERS IN

Tools and Supplies

of all kinds for Plumbers, Gas and Steam Fitters, Engineers, etc.

TRADE NOTES FROM HALIFAX.

HARDWARE merchants "down by the sounding sea" are busily engaged working out the tariff changes. HARDWARE AND METAL called upon several of the leading firms in order to ascertain their opinions. The reports telegraphed to the daily press were necessarily condensed, and consequently hard to understand. Doubts and difficulties were removed when HARDWARE AND METAL appeared with the tariff in full, both old and new, thus allowing a chance for comparison. Messrs. Stairs, Son & Morrow were loud in their praises of the enterprise exhibited by the publishers. They said they had just received the paper and were going over the changes very carefully. As far as they could judge the changes were satisfactory. They would, however, have to wait to see how they operated on their customers. Black Bros. & Co. expressed themselves as highly pleased with the tariff from a hardware point of view. The two firms above mentioned reflected the views of the trade. They all felt, however, that the reduction in refined sugar was one which could not help working injury to the port of Halifax, and, consequently, to all branches of trade, particularly hardware, as shipping will be affected, thus cutting off considerable of the trade done in ship chandlery. A committee, consisting of George Mitchell, M.P.P., and Fred Jones, from the Board of Trade, have gone to Ottawa to protest.

Trade is not brisk. Dealers are buying from hand to mouth. There is no chance now for a revival in spring trade, the time having past, but our large houses look hopefully forward to a good fall trade.

A. J. Grant, hardware merchant, is running an election this week for aldermanic honors.

The hardware and ship chandlery business of the late William Dimock, of Windsor, is offered for sale by tender. This is an old and prosperous concern, and a grand chance for the right person. Tenders will be received up to the 18th day of May.

The Starr Manufacturing Co. will be affected by the change in the skate duty. They will probably have to cease manufacturing skates.

The cordage works at Dartmouth claim they will be compelled to curtail their output on account of the changes in the tariff.

The preferential idea meets with general favor.

A UNIQUE CYCLOMETER.

The accompanying cut is an illustration of a cyclometer which Rice Lewis & Son, Ltd., are handling this season. The peculiarity of this cyclometer is that it is virtually two cyclometers in one, because the one continues to register from time to time like an ordinary cyclometer, while the other on the outside can be set back to zero at any time, thus enabling the rider to tell at a glance the milage of his trip. Some people like to know how many miles they have riden during a day's, a week's or a month's wheeling. This can be ascertained from this cyclometer by setting the trip back to zero before starting on the journey. The point to be borne in mind is that in setting the trip back to zero, the cyclist does not in any way affect the other cyclometer, which continues to register or compute like the ordinary cyclometer. This cyclometer is taking well. It retails at $2, and is supplied to the trade at a liberal discount. Hardwaremen should write Rice Lewis & Son for particulars.

ABOVE READS. FULL SIZE.
TOTAL 1473 MILES.
TRIP 86 5/10 MILES.

IVER JOHNSON'S ARMS AND CYCLE WORKS
HONEST CYCLES AT HONEST PRICES
FITCHBURG. MASS.

A Guarantee of Excellence.

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are sold in Canada by

John Griffith Cycle Corp. TORONTO, CAN.
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Rice Lewis & Son TORONTO, CAN.
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Iver Johnson's Arms and Cycle Works
FITCHBURG, MASS. U.S.A.

BRANTFORD STEEL WIND MILLS

Galvanized after completion.

For Pumping and Power.

Fitted with our . . . . .

Patent Roller and Ball Bearings

We make and sell . . .

Maple Leaf Grain Grinders
Iron and Spray Pumps
Water Tanks, Water Pipe and Fittings, Etc., Etc.

Every outfit guaranteed. Quality the first consideration.

GOOLD SHAPLEY & MUIR CO. LTD
BRANTFORD CAN.

The Wilkes-Westwood Co.

—LIMITED

39 Yonge St.
TORONTO

Manufacturers
and Importers of . . .

FINE FISHING TACKLE

Large assortment Of every descr ption.

RODS, REELS,
BAITS, FLIES,
LINES, ETC.

Letter Orders receive
Careful and Prompt Attention.

ESSEX HANDLE AND WOOD TURNING WORKS

HEAD OFFICE:

LEAMINGTON, ONT.

Gardner Bros. & Co.

--- MANUFACTURERS OF ---

Axe, Hammer, Sledge, Fork and all kinds of Handles, every description Wood Turning, fancy and plain Veneers, Baskets, Hoops, and Hardwood Lumber.

Facilities for Special Work unsurpassed. Goods are always satisfactory. If you do not sell our make of goods, try them and see.

W. C. Crawford

WOOD TURNER

Manufacturer of . . .

Tilbury, Ont.

Axe, Fork, Broom Handles, Pike Poles, Cant Hook Handles,

Etc.

Write for List and Discounts

A. ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

FRS. SCHOLES, Man. Dir.
J. J. McGILL, Gen. Mgr.

Canadian Rubber Company

OF . .

Montreal
Toronto
and
Winnipeg

Capital, $2,000,000

. . Manufacturers of the . .

Highest Grade Rubber Belting

MADE IN AMERICA.

Specially Adapted for Use in Lumber Mills, Pulp Mills, Etc.

Western Branch: Cor. Front & Yonge Streets, **TORONTO**

J. H. Walker, Mgr.

O. & W. McVEAN

MANUFACTURERS

Wheels, Spokes, Hubs and Bent Stuff.

CHOICE

Second Growth
ELM

Buggy Hubs

A SPECIALTY.

DRESDEN

ONTARIO.

THE KNAPP & COWLES MFG. CO. BRIDGEPORT, CONN., U.S.A.

Send for Catalogue of Full Line of Family Ice Tools and Hardware Specialties. . . .

No. 1 Ice Chisel

No. 2 Ice Pick.

Cast Steel Blade leaded into hardwood handle.

Tempered Cast Steel Blade with wood handle and malleable band.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

...ESTABLISHED 1856

THE

J. C. McLaren BELTING Co.

"EXTRA" OAK

Montreal and Toronto

The

Bushnell Co.

. . . Limited

Refiners and Importers.

Offices: Board of Trade Building, Montreal.
Refineries: Petrolia and Sarnia, Ont.

"Perfection" Canadian Oil
"Perfection" Benzine and Gasoline
"Acme" American Prime and Water White Burning Oils
Pratt's Astral Oil
Pratt's Naphthas and Gasoline—All grades
Paraffine, Electric Light and Granite Candles
Christmas and Fancy Candles, Paraffine Wax—All grades
Mica and Diamond Axle Grease—Light and Dark

"Globe" Cylinder, Engine, Dynamo and Machinery Oils. . . . .

Standard Oil Co.'s Celebrated.

Capitol Cylinder Oil
Renown Engine Oil
Atlantic Red Engine Oil
Arctic Cup and Motor Grease

Elevators

Any desired Capacity.

MILLER BROS. & TOMS

MONTREAL

ANY SERVICE. ANY MOTOR.

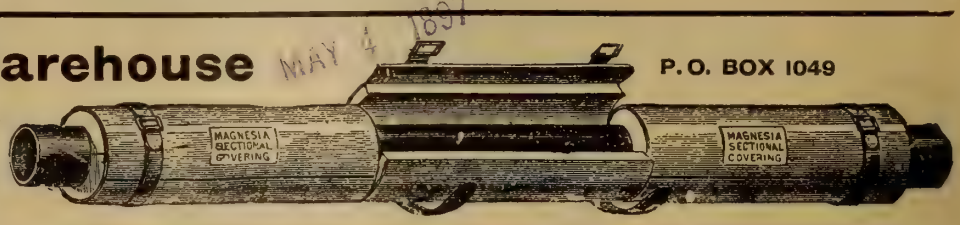
The Asbestos Warehouse

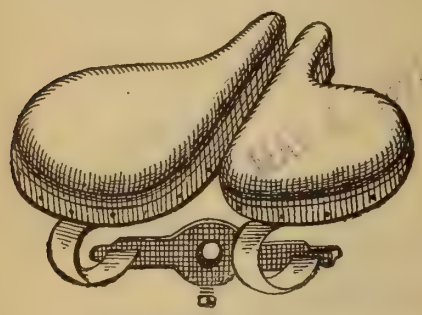
P.O. BOX 1049

Asbestos materials of every description. Get our prices before purchasing elsewhere.

WM. SCLATER & CO. Ltd.

42 Foundling St., MONTREAL





Pat. Nov. 5, '95.

"DYER" Saddle

PRICE $4.00

Manufacturers' Agents for Wheel Parts

SEND FOR CATALOGUE.

AUTOMATIC BICYCLE SADDLE CO.

22 YONGE ST. ARCADE, TORONTO, CAN.

IF YOU DEAL WITH

Blacksmiths

You should Sell our . .

TOOLS

They want the

. . Best . .

It Pays to Sell the Best Tools

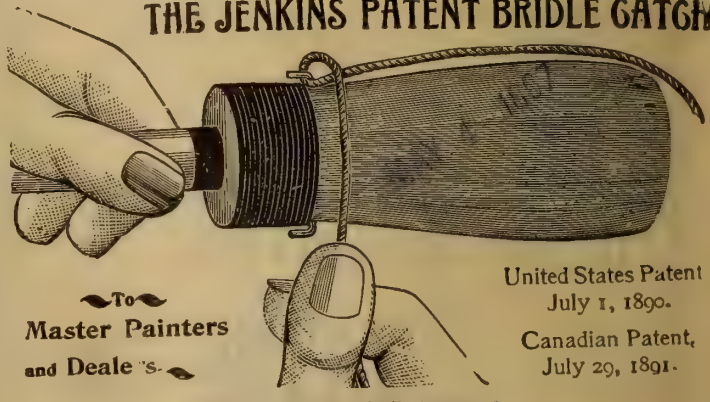
A. B. JARDINE & CO.

Hespeler, Ont.

The

LONDON BRUSH FACTORY

THE JENKINS PATENT BRIDLE CATCH



To Master Painters and Dealers

United States Patent July 1, 1890.

Canadian Patent, July 29, 1891.

Manufacturers of all classes of

BRUSHES AND BROOMS

FOR THE HARDWARE TRADE

We wish to call attention to the fact that all our Paint and Varnish Brushes are fitted with the Jenkins Patent Bridle Catches. As all Practical Painters prefer to bridle their Brushes with Twine, these Patent Catches are indispensable.

THOS. BRYAN

61-65 Dundas St.

LONDON, ONT.

Illustrated Catalogue on application

ORSE NAILS FREE

from any imperfection, is our constant aim, to attain which, we have during the past thirty-two years of our manufacturing career, confined ourselves to the use of only the best qualities of charcoal refined Swedish rolled nail rods. These are hot forged, and pointed and finished in machines only used by ourselves in Canada. We further carefully examine by hand and reject all nails not conforming to the highest standard of excellence demanded by goods bearing our name and trade mark---the letter "**C**." We warrant every nail to be perfect and ready for immediate use. They combine all the best features of any nail in the world. They are the best known in Canada, and the easiest to sell, therefore the best for you to purchase. We shall appreciate your preference for our "**C**" Brand in your orders to your dealer through whom you purchase.

SAMPLES, OR OTHER INFORMATION, ON APPLICATION.

Canada Horse Nail Co.

MONTREAL.

WHY HARDWAREMEN SHOULD SELL BICYCLES.

By T. W.

IT is the hardware dealer who should handle the bicycle. There is scarcely any question regarding that. Being largely composed of steel, the bicycle has a sort of inherent right to be classified with hardware. Sporting goods are nearly altogether handled by hardwaremen, and why should they not also handle wheels? There are a great many doing so, but there are a great many who are not.

Almost all hardware stores in a country town have a tinsmith shop in connection, and the tools used in such are in most cases adapted for repairs on bicycles. A tinsmith is generally a good all-round mechanic, and is in most cases able to make repairs on bicycles. With a tinsmith shop already there, it requires very little more capital to make it into a first-class bicycle repair shop.

The hardware clerk is also of a mechanical turn—or should be to be a successful hardwareman—and is very handy with all sorts of tools and is acquainted with their use. He is, therefore, in a better position to talk both practically and intelligently about the make-up of bicycles than a dry goods clerk. He can converse about steel and how it should be worked to get the best results, the methods employed in building and testing machinery. He is, so to speak, "right in it" all the time. His customers are mechanics of all classes, and from conversation with them he derives a great deal of information regarding machinery of all kinds. Take a dry goods merchant, for instance. When a mechanic visits his store, the conversation will turn on wearing apparel. That merchant has no interest in machinery, and yet dry goods men are selling bicycles.

Another item of information to the hardware merchant is the trade journals. Most of them are devoted to engineering, machinery and that class of articles, and to be thoroughly posted in all the different lines of a hardware stock a hardware merchant must of necessity make himself thoroughly acquainted with articles written in these journals relating to the never-ending new things that are continually being exploited. He is, by perusing these journals, unconsciously it may be, gaining knowledge of the mechanical world, and is therefore better qualified to talk about bicycles than men in other lines of business.

A bicycle in the hands of a hardware merchant gains by the association; in the hands of dry goods merchants, barbers, etc., it loses caste. No one knows that better than the manufacturer himself, and that is the reason that a bicycle traveler endeavors first to place the agency of the wheel he represents in a hardware merchant's hands. Not the least argument in favor of handling bicycles is the profits derived from the sale.

A nice bicycle business can be built up by having two wheels—a lady's and gent's—of one make in stock, as every bicycle of the same make varies only in gear and size of frame. This requires a small investment and very little space in which to stock them. I am acquainted with a young man in Victoria, B.C., who last year sold 19 bicycles, and all from one bicycle which he bought as a sample; but being a tinsmith with a mechanical brain, he knew how to converse about mechanical things.

Hardwaremen, stick to your guns and to your bicycles. Do not allow the other fellows to take the trade which properly belongs to you. The bicycle has come to stay. Make it a staple article in your stock. It will be to your interest to do so.

THE TARIFF ON PAINTS.

Mr. W. H. Evans, manager of the Toronto branch of the Canada Paint Co., in reply to a question regarding the tariff, said: "As far as goods coming from the United States are concerned, the new tariff scarcely makes any changes. We never enjoyed excessive protection, seeing that on our raw material we have always paid duty. We were not at all nervous as to the new schedule generally. The preferential clauses, however, may make themselves felt a little later on. This remains to be seen. In the meantime we must work hard, not only to hold the trade we have, but endeavor to increase it, and let the future take care of itself."

PERSONAL MENTION.

J. Y. Morton, one of Brantford's hardwaremen, is in Toronto this week on both business and Horse Show bent.

Mr. Wilfred Hobson, proprietor of the cutlery firm of Thomas Turner & Co., Suffolk Works, Sheffield, England, is in Toronto this week.

H. McLaren, of H. McLaren & Co., Montreal, the representatives of the Toronto Radiator Co., was down in New York on business for several days last week.

Mr. Frank D. Benjamin, of M. & L. Samuel, Benjamin & Co., Toronto, will leave for England in a few days. He sails by the Majestic from New York on the 5th inst. and will be away about two months.

Mr. Harold E. Copp, of the firm of Copp Bros. Co., Hamilton, was married at the Brading Congregational Church, Isle of Wight, on March 20, to Miss Helen Oatley, daughter of the late George Oatley. Mr. and Mrs. Copp passed through Toronto last week en route for their home in Hamilton.

WINNIPEG TRADE GOSSIP.

The flood situation is little changed. The water is higher than last week, but has remained stationary now for nearly 24 hours. The next two days will decide whether Winnipeg is really to experience a flood or not.

The tariff is, of course, the chief topic of conversation in all trades, and equally of course opinions differ as to its effects.

Guns and rifle stocks have appreciated in value fully 10 per cent. by the changes and it is not thought by dealers here that this will have any effect in decreasing trade.

Barb wire is one of the articles that has a very large consumption in this province, and the reduction in tariff will ultimately reduce the price, but it is not expected there will be any change this season. The wire has always been brought in plain and barbed here, and the competition among local manufacturers has tended to keep the price of this article down to a reasonable figure. The reduction applies to all classes of bar iron and steel. Rope and iron piping will also be lower, but at present writing prices remain unchanged. Trade is lively in all classes of sporting goods, especially baseball, lacrosse and tennis.

BICYCLE ACCESSORIES.

Rice Lewis & Son., Ltd., report trade in bicycle accessories keeping up well. "Most of the prominent cities and towns are passing bylaws making compulsory the use of bells and lamps on bicycles," said a member of the firm, "which is increasing the business of the hardware dealers in those places who are handling bicycle accessories. Yes," he concluded, "business in this line is much larger than a year ago."

Gloves and Mittens

Manufactured by us are sure to meet your approval. . . .

Write for Quotations

Compare our prices with lines you handle.

W. CAIRNES & CO.

Samples submitted on application

BERLIN, Ont.

Bicycles

Agents and riders are continually praising the easy running and rigid qualities and fine appearance of our wheels.

Phoenix, $100 list.
Erie, - 75 list.

Get the agency for your town at once. Catalogues free.

Myers' Bicycle Stands and Home Trainers are catching on

Lawn Mowers

HIGH WHEEL.

Garden, Pruning
AND
Sheep Shears

Garden Syringes
AND
Spray Pumps

PARIS GREEN

Government Standard
Guaranteed Pure

KEGS 250 LBS.
DRUMS 100 LBS.
DRUMS 50 LBS.
PAPERS 1, ½, ¼ LB.

Special Prices
Write for Quotations

Galvanized Sheets

"GORDON CROWN",
Best English

"FALCON"
Best American

All Sizes from Stock or for Importation . . . .

SOLE CANADIAN AGENTS

We also stock a General Line of . . .

METALS, TIN PLATE, ETC.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

PEARCY'S PURE PREPARED PAINTS

A customer who had opened up his spring shipment writes us : "I expect to do a big trade in your Paints this season. I have sold 20 gallons already. **Keep the quality just as it is.**"

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West - - TORONTO.

Ontario Nut Works

BROWN & CO. —— **PARIS**

Manufacturers of All Sizes of

Hot Pressed Nuts, Square AND Hexagon

Bowman, Kennedy & Co.

WHOLESALE HARDWARE MERCHANTS —— **LONDON, ONT**

DEALERS AND IMPORTERS OF

Linseed Oil	Cut Nails	Chain . . .
Spades and Shovels	Binder Twine	White Lead
Harvest Tools	Wire Nails	Building Paper
Window Glass	Cordage	Galvanized Iron

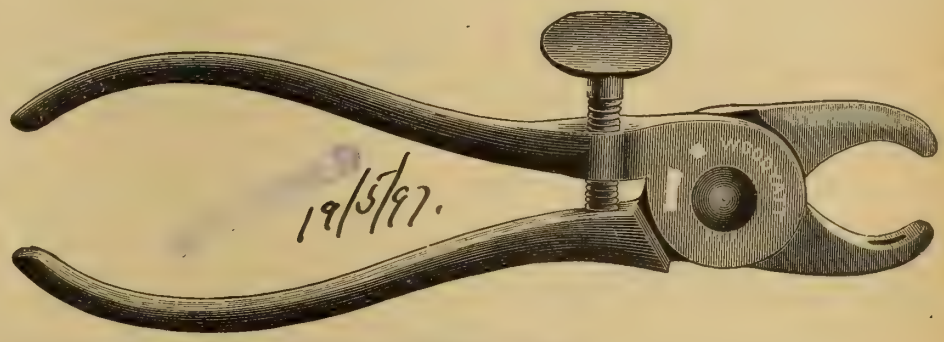
Also full lines of Butler's, Rodgers' and Askham's Cutlery, German and English Razors, Carvers, Pens, and Pocket Knives.

QUICK SHIPMENT. *CLOSE PRICES.* *LARGE STOCKS.*

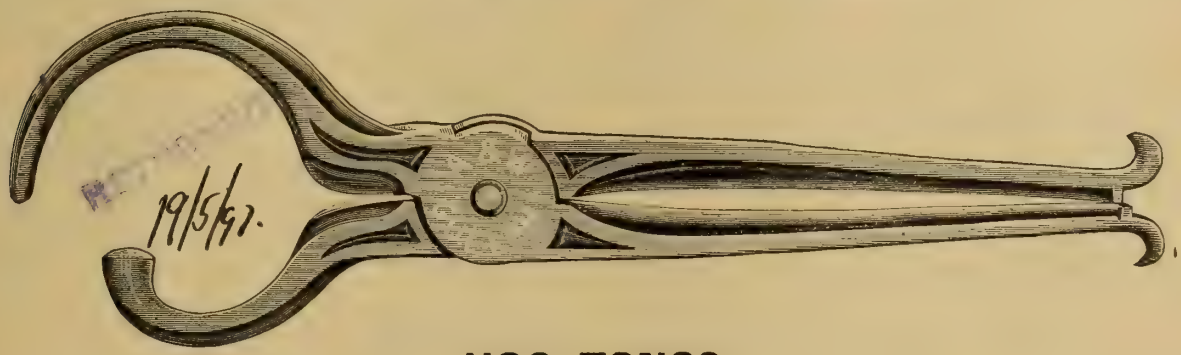
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

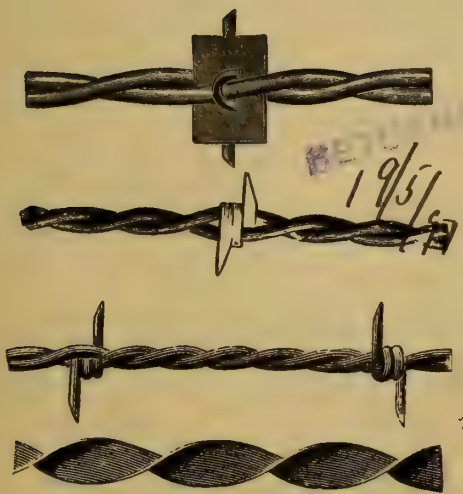
37 Front Street West, TORONTO.



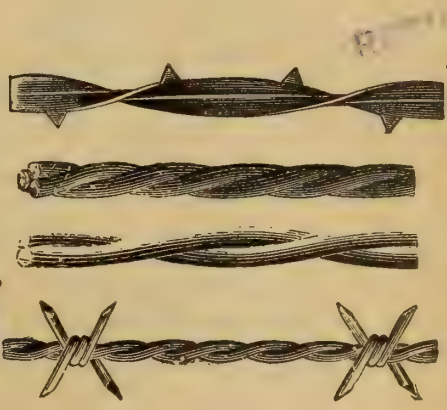
HILL HOG RINGS AND RINGERS



HOG TONGS



BARB WIRE STRETCHERS



GALVANIZED BARB WIRE AND STAPLES

H. S. HOWLAND, SONS & CO.

37 FRONT STREET WEST, TORONTO.

OUR PRICES ARE CLOSE. ...GRAHAM Cut and Wire Nails are the Best... ORDER AT ONCE.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 30, 1897.

HARDWARE.

NOW that the tariff changes have been made, there is a somewhat better feeling in the general hardware and iron and steel markets. An improved demand is noted for some lines of material in which the outlook is fairly encouraging. Merchants generally regard the new tariff as more favorable to importers, while the rolling mill men complain that the Nova Scotia industries have received more consideration than other branches. They point out, for instance, that steel billets have a protection equivalent to 80 per cent. ad valorem, whereas other interests in the provinces of Quebec and Ontario have been mulcted to make up for it. They complain, in fact, that the new tariff clearly shows that Mr. Fielding was unable to free himself from local influences and rise to the principle of deciding for the general benefit of the whole country, and not a particular section. Among the effects already experienced in this connection are the closing down of the barb wire factory here and the complete unsettlement of the market for that article, a demoralization of the cordage market, and a general feeling of uncertainty regarding other lines of domestic manufacured material, although no actual changes have taken place.

BARBED WIRE—Unsettled, as makers are not quoting, while American salesmen are in the market offering goods. Nominally the old basis holds: $2.90 in Quebec per 100 lbs.; lots of less than 1,000 lbs. f.o.b. Montreal; $2.75 f.o.b. Toronto, lots of less than 1,000 lbs.; 1,000 lbs. delivered where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. In Nova Scotia and New Brunswick the basis is $2.85 in less than carload lots, and in Prince Edward Island, $2.87½ in any quantity.

ORDINARY FENCE WIRE—The same remarks apply to fence wire. Discounts, 25 per cent. off the list 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—There has been a fair enquiry for coppered spring, tinners' coppered iron, etc. Discounts remain 25 per cent. f.o.b. Montreal, Toronto, etc.

WIRE NAILS—There has been no change in wire nails, and jobbers do not look for any, as they consider that prices are low enough on this line allowing for the effect of tariff changes. Discounts vary in this province from 80, 10 and 2½ f.o.b. Montreal.

CUT NAILS—Demand has been fair, but makers are uncertain regarding the effect of the reduction in the duty on their Northwest and British Columbia trade. The base price is still unchanged in this province at $2.15 f.o.b. Montreal.

HORSE NAILS—Quiet and unchanged, with the discount the same at 50 per cent.

HORSESHOES — Business in horseshoes continues very quiet. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS—There is a fair trade doing in screws. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Demand fair, with discounts ranging from 10 to 12½ per cent.

BOLTS—There is a quiet enquiry for these. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS—Same remarks apply to rivets. Discounts are: Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—The cordage market is very unsettled and prices on both sisal and manilla are demoralized. Jobbers this week are quoting both at a decline of 1¼c. as follows: Sisal, 5¼ to 5½c. for 7-16 and upwards, and manilla, 6¾ to 7c. for 7-16 and upwards, and 7 to 7¾c. for smaller sizes.

CHURNS AND WRINGERS—Business both in churns and wringers has been of a quiet character. The basis on both continues as before.

SPADES AND SHOVELS—Demand is not quite as active as it was last week, and there is some uncertainty as to the effect of the tariff changes.

TOOLS—Harvest tools are well enquired for. No alteration in discounts has yet been noted, though some expect it.

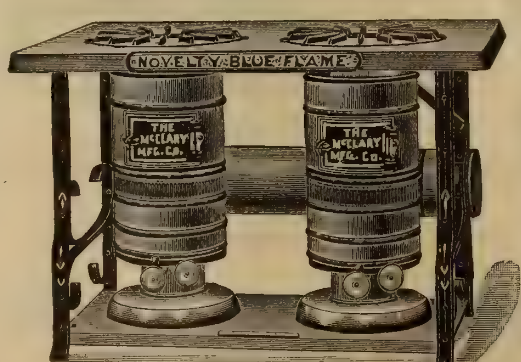
AXES—Dull and nominal at $5 to $9.

BUILDING PAPER — Demand is of a

Blue Flame Oil Cooking Stoves

2 AND 3 BURNERS

POWERFUL HEAT AT SMALL COST



Steel frames and top that cannot break. Burners made of brass, with simple and effective wicking device.

Patent wick regulator, which prevents wick being turned too high or too low.

Large oil tank at back connected to burner with small tube, preventing oil becoming heated.

No perforated plates or braces to retain char or soakage from burner; **preventing odor.**

One burner boils one quart of water in 4 minutes.

ORDER A SAMPLE STOVE

. . One sold will quickly sell others . .

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

1897 IMPROVED 1897

STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.

Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
HAMILTON, ONT.
Eastern Depot, 422 St. Paul St., MONTREAL

Portland Cement

English, Belgian, German,
American and Canadian.

Calcined Plaster

F-FF-FFF or Dental Rock Wall and
Asbestic Wall Plaster.

F. Hyde & Co.
31 Wellington street, MONTREAL

BRILLIANT
FRENCH
PLATE GLASS

THE BEST AND PRICES THE LOWEST
AT THE
Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO, MONTREAL, LONDON, OTTAWA

FISHING TACKLE

Our stock is most complete in
all kinds of Sporting Goods
Consisting of
Fishing Tackle, Lacrosses, Footballs, Boxing Gloves, Punching Bags, Baseball Goods, Camp Sets, Folding Furniture, Hammocks, etc., etc.

Send for Catalogue B.

The Wightman Sporting Goods Co.
403 St. Paul St. MONTREAL

moderate character. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING — Discounts unchanged and demand quiet.

HINGES—There is a fair enquiry for these and prices are unchanged at $2.50 to $3.60.

CUTLERY—Enquiry for cutlery is quiet.

WIRE SCREENS—Are asked for to a fair extent.

SPORTING GOODS—Guns, revolvers and ammunition are being taken to a fair extent.

CEMENT—Business for forward delivery is not particularly brisk. We quote ex wharf on this account: English, $1.95 to $2.05, and Belgian, $1.85 to $1.95.

FIREBRICKS—There is little doing in these, which are nominal ex store at $17.50 to $22.50.

METALS.

There has been no change in metal values, and business has not shown much improvement in the heavier lines of material this week.

PIG IRON—There has been no change in pig iron as yet. We quote as follows: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—Prices on bar iron continue largely nominal this week at $1.45, but it is pretty generally admitted that this figure would be shaded.

BAND IRON—Small lots have been taken during the week at $1.75.

HOOP IRON—Business quiet and prices unchanged on the basis of $2.25.

SHEET STEEL—Firm at $2.60 to $2.70.

SHEET IRON—Only a small trade doing and prices steady at $2.50.

GALVANIZED IRON—Quiet and nominal at $4.50 to $5.50, as to grade.

TINNED IRON—Prices steady at $5.50 up to 20 gauge, while business rules quiet.

LEAD PIPE—Business light and prices unchanged at 7 to 7½c., with 30 and 5 off.

PIG LEAD—A few small quantities have moved at steady prices, the range being $3.25 to $3.50.

INGOT TIN—The same can be said of ingot tin at 16 to 16½c.

INGOT COPPER—Steady and unchanged at 12 to 13c.

IRON PIPE—Small lots are moving out for immediate wants. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—Prices are nominally unchanged at the decline, $2.50 to $2.60, but demand is extremely light.

BABBIT

Small or Large Quantities
Every Quality
HARRIS
Headquarters for Mixed Metals

W. G. HARRIS
25-31 William St. - Toronto
TELEPHONE 1729

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

ASPIRANTS

If you really anticipate buying a bicycle, the best advice we can offer is to "Come in and talk it over."
We always feel perfectly willing to give our competitors an opportunity to tell their tale after the customer has seen the Stearns and had its good points explained.
Stearns is the vogue.

E. C. STEARNS & CO., MAKERS, TORONTO, - ONT.
AMERICAN RATTAN CO., CANADIAN SELLING AGTS., TORONTO. 61

Agents Wanted in unrepresented districts.

TERNE PLATE—Continues steady at the decline noted last week, $6 to $6.25.

TIN PLATE—There has been no further change in tin plate. Business remains inactive. We quote: Coke, I.C., $3 to $3.20; charcoal, I.C., Allaway, $3.25; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X,, $4.50.

COIL CHAIN—As before.

BOILER PLATE—Ranges from $1.90 to $2, under a moderate demand.

SOLDER—Steady, at the advance, viz., 12 to 13c.

SHEET ZINC—Quiet, but firm, at $5 to $5.25.

SPELTER—As noted last week, at $4.50 to $4.75.

ANTIMONY—Dull at 10c.

SCRAP IRON—Remains nominal.

GLASS.

There has been no change in window glass during the week and none is expected after the opening of navigation. We quote: First break, $1.35, and second, $1.50 per 50 feet; third break, $3.30 per 100 feet.

PAINTS AND OILS.

The week has been a busy one with all the makers. Navigation eastward is opened and the west-going boats are expected to receive freight in a few days. Supplies in store here are light, but over-sea arrivals are near at hand. In the meantime all prices are quoted without alteration. Linseed oil gathers strength in the English markets, and there will be no reductions here, unless arrivals prove in excess of requirements. Whiting has been very scarce and holders are willing to part with it only at a good price.

WHITE LEAD—In active demand, without change in price. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Quotations for arrival only: Casks, 3¾c.; kegs, 4c.; No. 1, ¼c. less.

LIQUID PAINTS—As last reported, demand ruling fair.

PUTTY—Unchanged, $1.70 in bulk, $1.85 in bladder, with good demand.

SHELLAC—Pale orange, 25c. per lb., which is a decline of 1c.

PARIS GREEN—Quiet and prices nominally as last week: Barrels, 13½c.; drums, 14c., and pound packets, 15c.

DRY COLORS—Continue in good demand.

WHITING—Very scarce and wanted.

LINSEED OIL—Market dull. Arrivals expected shortly. Spot quotations as formerly: Raw, 43c.; boiled, 46c.; 5-barrel lots 1c. per gallon less.

TURPENTINE—As last quoted: 44c. in single barrels and 43c. 5-barrel lots.

VARNISHES—Moderately active at current quotations.

SEAL OIL—Dull and steady at 48 to 49c.

NAVAL STORES—Without change. We quote as follows: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

ASHES.

Unchanged at last week's decline. We quote: First pots, $3.30 to $3.35, and seconds, $3 to $3.05. Pearls are nominally quoted at $4.50.

MONTREAL NOTES.

Linseed oil gathers strength in the English market, but is not quotably changed here.

Cordage is demoralized, both sisal and manilla declining 1¼c. since a week ago, and are unsettled at the reduction.

Makers of barbed wire are not quoting prices this week, and the representative of the Consolidated Steel Co., Pittsburg, has been here seeking orders in this line.

All the rolling mill men and manufacturers in this city have been up at Ottawa for several days this week petitioning for modifications in the tariff on their particular lines of manufacture.

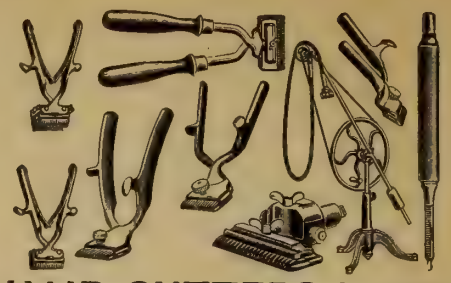
ONTARIO MARKETS.

TORONTO, April 30, 1897.

HARDWARE.

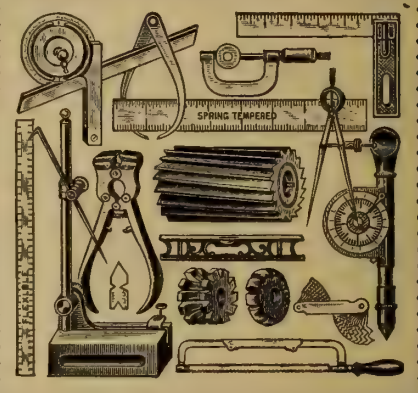
A GOOD active trade is being done, one house stating that its volume of business one day during the week exceeded that of any day during the past two years. At the same time, however, more or less uncertainty in regard to prices on certain articles affected by the new tariff obtains, and it will continue so until that instrument is finally disposed of. Wire nails particularly are thus affected, and the market for these is practically an open one. So far, the only articles in which any actual change in quotations has taken place is rope, which is over a cent per pound lower. A meeting of the various manufacturers' associations was called, but it was cancelled on account of so many of the members being in Ottawa importuning the Government. Actual business at the moment is chiefly in harvest and garden tools, screen doors and windows, green wire cloth and poultry netting, and the demand for these is brisk. Payments are fair as a rule.

BARB WIRE—Business is not nearly as good as it was a week ago. Quotations are as before, pending the final decision regarding the tariff. We quote as follows: In Ontario, barb wire, $2.75; plain twist, $2.75 per 100 lbs.; staples, $2.75. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO, Worcester, Mass.** Catalogue on application.

STARRETT'S



FINE TOOLS

98 Page Catalogue Free.

THE L. S. STARRETT CO. Box 5

ATHOL, MASS., U.S.A.

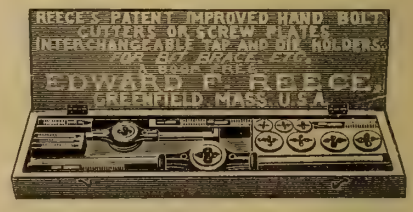
COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.



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Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.

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extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days. In Quebec the price is $2.90 in less than carload lots; in Nova Scotia and New Brunswick, $2.85 in less than carload lots; in P.E.I., $2.87½ in any quantities.

ORDINARY FENCE WIRE—Orders are not large, but there is a fair demand for small lots. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—An increased demand is again being experienced for both coppered and iron wire. We quote: Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

WIRE NAILS—Shipments have not been nearly as numerous as during last week. We hear of some offers of nalis from the United States, but the manufacturers over there are so busy that it is said deliveries cannot be made till June at the earliest. The Ontario discount is still quoted at 80 and 10 per cent., but this is merely a nominal figure, the market being practically an open one.

CUT NAILS — Trade has also fallen off in this line. Base price, $2.25 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS — Are moving slowly at the discount of 50 per cent.

HORSESHOES—Are exceedingly quiet. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—Business is rather unsettled on account of the changes in the tariff. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Trade is moderate. Discounts, 10 to 12½ per cent.

BOLTS — Trade has shown little improvement during the week. Discounts are: Common bolts, 3-16, ¼ and 5-16, 60 and 10 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 60 per cent.; coach screws, 70 per cent.; blank bolts, 60 per cent.;

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Hardware and Ship Chandlery Business.

FOR SALE

TENDERS for the stock-in-trade and good-will of the Hardware and Ship Chandlery business of the late William Dimock will be received up to Tuesday, the 18th day of May next, at twelve o'clock noon. The store is admirably situated, and the business has been established for upwards of forty-eight years, and will be sold as a going concern from the first of May next.

This is a rare chance to purchase a prosperous and desirable business. The highest or any tender not necessarily accepted.

S. ELLEN DIMOCK,
Executrix.

Windsor, Nova Scotia,
April 26, 1897.

EFFICIENT
DURABLE
UNIFORM
RELIABLE

NICHOLSON
FILE CO.
Providence, R.I., U.S.A.

MARLIN REPEATERS

Of the Model 1892 are made in 2 calibres, 22 and 32.

The **22 calibre** takes in **one rifle, without any change in adjustment,** the 22 short, 22 long and 22 long rifle cartridges.

The only repeating rifle which will take the 22 long rifle cartridge; far ahead of all other 22 calibre cartridges.

The **32 calibre** takes in one rifle (by merely changing the firing pin) the 32 short and long, rim and center fire cartridges.

The only repeating rifle for cheap ammunition, larger than the 22 calibre.

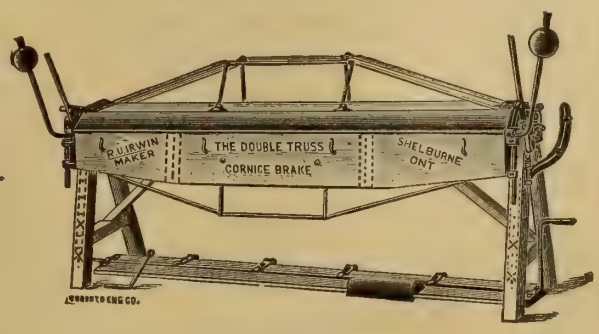
If you wish a rifle for short range work and moderate shooting you should have this 32. You can save the price of rifle in 2,000 shots.

It is the Ammunition that costs.

These rifles are constructed with removable side plate so that you can take the rifle apart to clean without using a single tool. **Send for Catalogue 10**

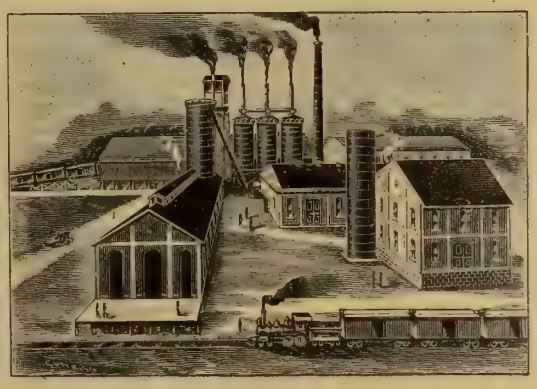
The MARLIN FIRE ARMS CO., New Haven, Conn.

For Sale by all Jobbers.



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE

PIG IRON.

sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS — Business is moderate. Discount, 17½ per cent.

RIVETS AND BURRS—Business continues fairly good. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—Prices have been reduced 1⅛c. per lb., and a number of shipments have been made at the reduced price. We quote: Sisal, 7-16 in. and larger, 5¼c.; ¼ and 5-16 in., 6¼c.; ⅜ in., 5¾c.; 3-16 in., 6¾c. Manilla, 7-16 in. and larger, 6⅞c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅞c.; 3-16 in., 8⅜c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—The demand is a little better than last week. Discounts: 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS — There is not much doing. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS— The demand is still active for the cheaper grades. Discount, 45 per cent.

HARVEST TOOLS—Business is brisk, and jobbers are experiencing some difficulty in supplying the demand. Discounts, 60 and 10 per cent.

BUILDING PAPER — There is no special feature to note, business being much about the same as a week ago. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Trade is quiet. We quote: Standard, 45, 10, 10 and 10 per cent; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—Orders for both tinware and graniteware are coming in nicely.

HINGES—Barn door hinges are quoted 10c. per 100 lbs. lower. Business is steady. We quote: Screw hook and hinge, 6 to 10 inch, $3.40 to $3.50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

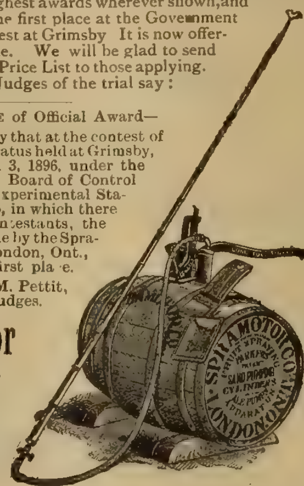
CUTLERY—Trade is of a moderate character and without special feature.

SPORTING GOODS — In consequence of the change in the tariff jobbers are quoting guns, rifles and revolvers 10 per cent. higher. Business is light.

"The SPRAMOTOR"

What is it? It is a machine, invented and designed to do fruit spraying, but has proved to be the best apparatus known to do whitewashing and cement covering of buildings, as well as fruit spraying. It has received the highest awards wherever shown, and also received the first place at the Government Spraying Contest at Grimsby It is now offered to the trade. We will be glad to send Catalogue and Price List to those applying. See what the Judges of the trial say:

CERTIFICATE of Official Award—
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2 and 3, 1896, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co. of London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . . Richmond St
London, ONT.

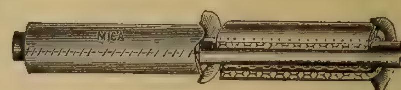
HARDWARE — WELL-ESTABLISHED HARDware, Stove and Tin Business in the thriving town of Barrie: the business is capable of being largely extended; capital required about $3,500; good reasons for selling.—H. H. Otton & Son, Barrie. (18)

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO CANADA.

To Whet a Scythe...

properly requires a good Scythe Stone.

Pike's BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND

are positively ***Scythe Stones*** the best on earth.

Pike's Lily White Washita OIL-STONE has no equal for mechanics' tools.

WRITE FOR PRICES

The Pike Mfg. Co., Pike Sta., N.H.

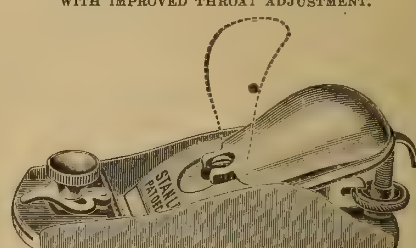
IMPROVED
Labor-Saving
CARPENTERS' TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Knuckle-Joint Block Plane.

WITH IMPROVED THROAT ADJUSTMENT.



The knuckle-joint in the cap makes it a lever too; and placing the cap in position, will also clamp the cutter securely in its seat.

No. 18. Nickel Trimmings, 6 in. Length, 1¾ in. Cutter... $1 75

OUR PATENT enables us to manufacture a rawhide whip that will keep its shape in all kinds of weather. . . .

. . OUR . .
Napoleon and Monarch
RAWHIDE
WHIPS

Have our patented **Textilene and Rubber** lining. The lining adds fully 100 per cent. to the wearing qualities of whip, besides keeping it **Straight. Prices Moderate. Construction the Best. Every Whip Guaranteed.** Send Sample Order. We will guarantee you satisfaction.

Patented and made only by

Hamilton Whip Co. 119, 121, 123 Mary Street, **Hamilton**

Whalebone and Rawhide whips of every description, also all lines of cheap whips at lowest prices. Write for special prices.

Eastern Representatives:
W. L. Haldimand & Son, Montreal.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

. . MICA . .

Electrical and Stove Purposes.

Send for samples and quotations.

W. F. SMYTH & CO.

Box 2165 Montreal.

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McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

R. DILLON,

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

(Joseph Lea, manager)

ADELAIDE ST. WEST

Abbott & Co.

ROLLING MILLS

Rhode Island Pattern Horseshoes.

Korrect Shape. Quality Guaranteed.

AND FACTORIES

MONTREAL

SCREEN DOORS AND WINDOWS—The demand is active and considerably better than a week ago.

POULTRY NETTING—An improved demand is also to be noted in this line. Discount, 67½ per cent.

GREEN WIRE CLOTH—The demand is fairly good. We quote: $1.35 per 100 square feet.

GARDEN HOSE—Orders are coming in nicely. We quote: Standard brands, 70 to 70 and 5 per cent.; cotton, 65 and 5 to 70 per cent.; "Competition," 70 and 5 per cent.

CEMENT—Business is fair. We quote in car lots: Canadian Portland, $2.50; English do., $2.75; Belgian do., $2.50; Canadian hydraulic cements, $1.10.

METALS.

The demand is fairly good for galvanized iron and tinned plate, but outside these the metal trade is as a rule quiet, and more so than is usual at this time of the year.

PIG IRON—Bessemer pig iron has dropped 50c. per ton in Pittsburg, being now $9.60 per ton, which is the lowest figure touched since 1893. There is nothing locally of interest to note.

BAR IRON—There is nothing doing and prices are nominal. Base price, f.o.b. factory, is $1.45, and from stock $1.55 to $1.60.

HOOP AND BAND IRON—The movement is freer. We quote $2.25.

SHEET STEEL—Business is a little better than a week ago. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—There is no improvement to note. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

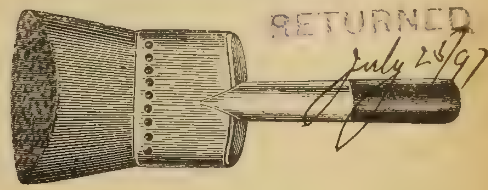
GALVANIZED IRON—This is in strong demand, shipments having been larger than for some time past. Import orders are being freely booked. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON—While the demand is not brisk, yet there is a better business doing in this particular line than there was a year ago at this time. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

FINE BRUSHES

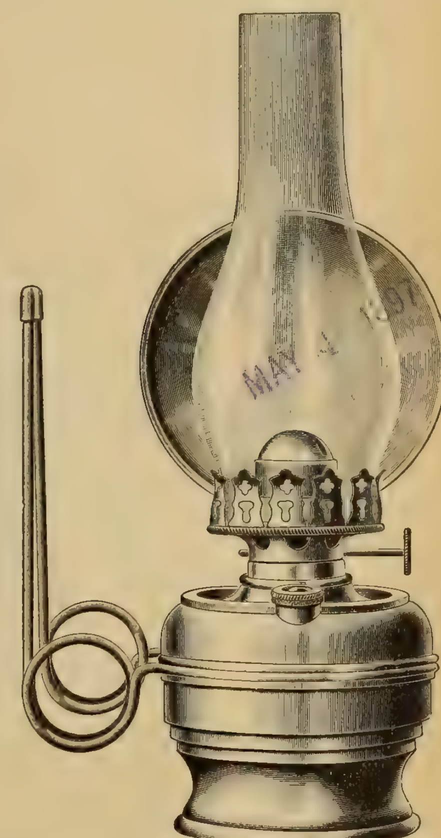
Full Line Samples

CAMEL HAIR, BEAR, BADGER, HOG HAIR, RED SABLE, ETC.



LAMPLOUGH & McNAUGHTON

Montreal - Agents



New All Night Lamps

. . Selling fast . .

Retails for 50 cents.

Bear in Mind Our

New Rochester Mammoth Lamp

For Stores, Halls and Churches.

Hundreds of designs in other New Rochester Lamps. Also New Rochester Oil Heaters and The Celebrated Niagara Gas Burner.

CATALOGUE.

THE ROCHESTER LAMP CO.

Canadian Office and Warerooms,

24 Front St. West, - - TORONTO

LEAD PIPE AND TRAPS—There is very little doing. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Quiet. Discounts, 60 and 5 per cent.

PIG LEAD—A few good shipments have been made, but in general trade is quiet. We quote: 3⅜c. in ton lots and 3½c. in small lots.

INGOT TIN—There have been a few good shipments during the week, but the demand is chiefly for small lots. We quote: 16¼ to 16½c.

INGOT COPPER—Quiet, at 12⅝c. in large lots, and 12⅞c. in small lots.

SHEATHING COPPER—Quiet. We quote: Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE—Stocks are low, but there is scarcely any business doing. We quote: ¼-inch, 60 and 10 to 65 per cent.; ⅜ to ½-inch, 67½ per cent.; ¾ to 1-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½-inch, 50 per cent.; ¾ to 2-inch, 50 and 5 to 50 and 10 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Quiet. We quote as follows: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Business is quiet. We quote: All-dull, 52 sheets, $2.50; half-polished, $2.65.

TIN PLATES—There has been no apparent falling off in the demand, business still being good in both coke and charcoal plates. Prices are firm. We quote: Cokes, $3.15 for 14 x 20; do. squares, $3.25 to $3.50; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN—Business is quiet. We quote: ¼ in., 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

SHEET ZINC—This has been moving freely, and stocks throughout the country are rather low. We quote: Cask lots, 5¼c.; small lots, 5½c.

TERNE PLATES—There is virtually no I C to be had in the West. Stocks are light in the latter. We quote: I C, $6; I X, $8.

ZINC SPELTER—The demand is light. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Trade is fair. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL

Trade is improving, but prices are unchanged. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

There is nothing new to note, beyond the fact that the agreement among the jobbers in window glass, which expires on Saturday, May 1, will not likely be renewed. Business is quiet. We quote window glass: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

PAINTS AND OILS.

Business in paints and oils is going along with a refreshing swing which is cheery to report. Indeed, so keen has been the sudden demand that stocks are in danger of being extremely "shy" before they can be replenished. All the manufacturers report a good turnover, and shipments to arrive by the first spring fleet are being anxiously looked for. Oxide of zinc is scarce. Red seal is quoted 5½ to 6c.; yellow seal, 4¼ to 5c. Litharge, orange mineral and red lead are scarce, and only quoted in fair lots to arrive. White lead, in brisk request, and quotations are very firm. Paris green, flat. Ready mixed paints are still being actively shipped. Stocks of whiting are light and prices are somewhat higher for immediate delivery. Linseed oil is a little firmer in England. Difficulty is being experienced in getting shipments of turpentine from the South on account of the limited character of freight space on the vessels.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; Boiled, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote as follows: 1 to 4 barrels, 45c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL—In cases, 8½c. per lb. and 9½c. for single tins.

SEAL OIL—Is quoted at 5½ to 6c. and yellow seal at 4¼ to 5c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

MARKET NOTES.

Quotations on manilla and sisal rope have been reduced over one cent per pound.

A reduction of 10c. per 100 lbs. has been made in the price of barn-door hinges.

Guns, rifles and revolvers have been advanced 10 per cent. by some houses on account of the change in the tariff on these goods.

The Metallic Roofing Co., of Toronto, have secured contracts for the ceilings in two residences now almost completed in the fashionable West End of Montreal.

H. S. Howland, Sons & Co. are in receipt of an advice of a shipment of "Keen" and "Perfection" horse clippers. Customers can now rely upon prompt shipment.

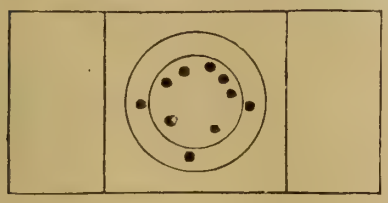
A PIPE FOUNDRY TO START UP.

J. & C. Hodgson's iron pipe manufactory, St. Henri, Que., will re-open in the near future. The factory has been closed during the last four years owing to the duty on raw material been too high. Under the present rate, however, they will be again started up. The work of preparation will soon commence in rebuilding the furnaces and in putting the machinery of the plant in running condition again.

At Bisley, 1896, the Two Highest Scores

and the HIGHEST AVERAGE with the ·303 Lee-Metford Rifle in all the long range (900 yards) M. B. L. Competitions were made with "RIFLEITE" Powder. Winning Diagrams as under :—

Diagram of Target made by Sergt. T. Hills, 3rd Middlesex.
Distance: 900 yards. Bull: 3 feet. Ten Shots. Highest possible, 50.



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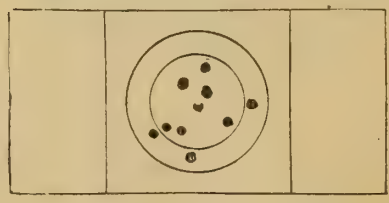
THE RIFLE AGGREGATE CUP was also won by Lieut. Fletcher, 2nd V.B. Liverpool, with a total of 181 points out of a possible 200; his four scores of 47, 45, 44, 44, being each made on separate days. **The First Prize in the Henry Sporting Rifle Competitions** (same as Dan Fraser in 1895, see above) also won in 1896 with **"Rifleite ·303."**

"Rifleite" Powder was Equally Successful on a smaller scale at the Meeting of **The Irish Rifle Association,** held at Dublin in June last, where the two highest scores were made with **"Revolver Rifleite"** by Mr. W. R. Joynt, who carried off First Prize in both Series 1 and 3, as well as the Aggregate Championship.

Diagram of Target made by Lieut. E. L. Fletcher, 2nd V.B. Liverpool.
Distance: 900 yards. Bull: 3 feet. Ten Shots. Highest possible, 50.



5 5 4 5 5 5 5 4 4 5 = 47.

"**RIFLEITE**" is made in seven distinct varieties, each thoroughly adapted for the special work for which it is intended.

"RIFLEITE ·303."
For Sporting and Military Magazine Rifles, ·236 to ·315 calibre; and for Machine Guns of same bore.

"RIFLEITE ·22."
For Rim Fire Cartridges ·22 short and long; also for Morris Tubes.

"RIFLEITE ·250."
For Rook and Rabbit Rifles, ·230 to ·380 bore.

"RIFLEITE ·450."
For Martini-Henry and for Sporting Express and Military Rifles, ·360 to ·577 bore; and for Machine Guns of same calibre.

"SHOT GUN RIFLEITE."
For Shot Guns (Cone Base Cases).

"REVOLVER RIFLEITE."
For Revolvers, British Government pattern ·450, ·455, etc.

"BLANK RIFLEITE."
For Blank Cartridges.

Retail in Canisters or Cartridges, from all Gunmakers and Ammunition Dealers, and Wholesale from the Sole Manufacturers.

THE SMOKELESS POWDER CO., Ltd.

Dashwood House, New Broad Street, London, E.C. Works: Barwick, Herts.

FOR LONG RANGE GAME SHOOTING
SMOKELESS
SMOKELESS SSS EQUALIZED HARDENED WATERPROOFED
SPORTING POWDER
HAS NO EQUAL

FOR SHOT GUNS

Extra Hardened. Double Waterproof. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favourite Powder. The Choice of Experts.

The Powder of Powders for a Variable Climate.

HIGH VELOCITIES. LOW PRESSURES.
. . . LONG RANGE . . .

LEWIS BROS. & CO.

AGENTS FOR CANADA
30 St. Sulpice St. **Montreal**

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, April 30, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X X.	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 40
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	....	0 08

Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green

Casks	0 13½
50-100 lb kegs	0 14
25-lb. Irons	0 14½
1-lb. Boxes	0 15

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 65
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
And ex. No. 1 Carriage	....	1 60
Gold Size Japan, per gal.	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 10
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal. net	0 43	....
Boiled, per gal. net	0 46	....

F.O.B. Toronto, Hamilton or London, 5 bbls. 1c. per gallon less.

Turpentine.

1 to 4 barrels, net	0 44

F.O.B. Toronto, Hamilton or London.

Castor Oil.

In cases, per lb	....	0 08½
Smal lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list. Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss / " Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 60 and 10 p. c. off new list
Tire, dis., 70 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 60 p.c. off new list.
Coach Screws, dis. 70 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
llar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to nch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 75
Belgium "	2 50
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. ist), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 70

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	.	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 50	4

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per 100 lbs	3 50	3 60
12 in. up, per 100 lbs	2 50	2 60
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 35	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet.

Eagle, dis. 27½ to 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron)—
Basis—50 to 60 dy................ 2 25
20 to 40 dy................ 2 30
10 to 16 dy 2 35
8 to 9 dy................ 2 40
6 to 7 dy................ 2 45
4 to 5 dy................ 2 70
3 dy 2 95
3 dy (fine)................ 3 25

Canadian pattern discarded. Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wir Nails, 80 and 10 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 56

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.................... $ 50 00
No. 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6.............................. 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 5 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, 70 to 70 and 5 p.c

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	5¼	00	6⅞
¼, 5-16, ⅜ in..............	6⅞	00	8¼
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire............ 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen...... ...... 0 40 0 70
"Empire," McMillan & Haynes, per ft.................. 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 2 20 4 50
Door, per doz................ 7 10

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 75 3 00
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish...............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish.................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton............... 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p. c.
Trunk tacks, black, 70 p. c.
" tinned, 70 p. c.
B.B.B. iron carpet, blued.............. 60
" " tinned, 70 p. c.
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs).... 30
B.B.B. cut tacks (in bulk), 50 to 55 p. c.
" " (in dozens, 1 to 6 oz).. 45
" " (in dozens, 8 to 24 oz).. 30
" " ¼ weights 40
" " tinned.......... 45
Swedes, cut tacks, genuine, blued and tinned.............................. 52½
Swedes, upholsterers', genuine 50
Swedes, upholsterers', American (1 to 6 oz), 65 p. c.
Swedes, upholsterers', American (8 to 24 oz), 70 p. c.
Swedes, carpet, gimp, lace 35
brush, blued and tinned............ 40
Zinc tacks.............................. 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 42½
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAP LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks, " " " 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 25 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

	Car-loads.	Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart..............	2 70	2 75
Galvanized, 4 barb, 4 and 6 inches apart	2 70	2 75
Galvanized, plain twist, all.. delv'd....................	2 70	2 75
Plain twist..................	2 70	2 75
Steel Staples	2 70	2 75

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ..

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods

Gas and Electric Light Fixtures

536-542 Craig Street,

MONTREAL.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

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THE BRADSTREET COMPANY,

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NOS. 279, 281 & 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent

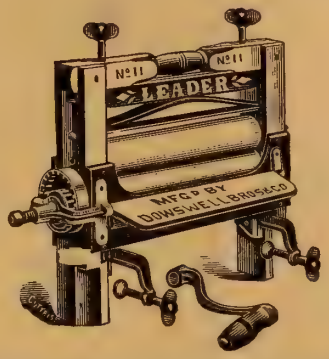
PEARSON'S PATENT

Cone Rotary Ventilator

For Balky Chimneys, ventilating Churches, Schools, Factories, etc. Substantial in make, ornamental in appearance. Made in sizes from 2½ to 48 inches.

The Montreal Roofing Co.

Sole Manufacturers for the Dominion, Montreal



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

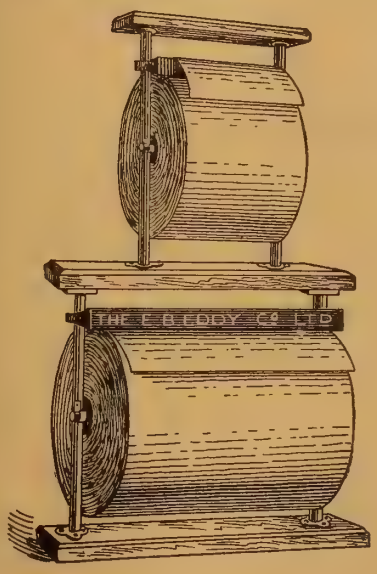
Managing Director and Treasurer

Brushes

Catalogue for 1897 Now Ready

MEAKINS & CO. 313 St. Paul Street . . **MONTREAL**

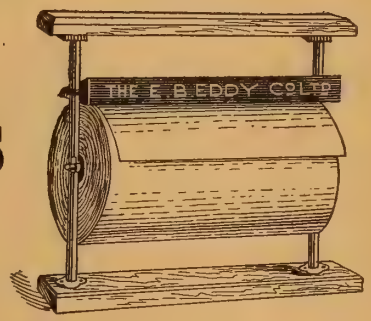
and Meakins & Sons, Hamilton.



ECONOMY demands that all stores be equipped with

Roll Paper Cutters

GOOD SENSE demands that they be the



EDDY CUTTER...

Their handsome appearance and simplicity of design make them the most desirable Cutter on the market.

The E. B. EDDY CO. Ltd.

HULL, QUE.

38 Front St. West - TORONTO 318 St. James St. - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse. Winnipeg; James Mitchell, Victoria and Vancouver, B. C.; John Cowan, St. John's, Nfld.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Your Stock is not complete

Without ROBERTSON'S
COLD WATER PERFECTION WALL FINISH.

This preparation is **MORE SANITARY** than Wall Paper as it leaves no crevices or holes to cradle the germs of disease.

It is **MORE DURABLE** and **less expensive.** On account of being mixed in cold water, it will remain in solution several hours, giving the painter ample time to execute relief work, combing, stippling, etc., finally setting hard and firm, making a **beautiful permanent WALL COATING.**

It has been tried and tested on numerous large public buildings, and has been pronounced to be SECOND TO NONE in the market.

Put up in handsomely labeled 2½-lb. and 5-lb. packages, ready for use by simply mixing in cold water.

Send in your order—you will not regret it. Sample cards for the asking.

The JAMES ROBERTSON CO. Ltd., 263-285 King Street West, Toronto

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

.. TAKING THE LEAD ..

The Anchor Brand

RETURNED
Dec 11th 97
J. M.A

on our Specialties, consisting of

White Lead, Ready-Mixed Paints, Varnishes, Japan Coach Colors, Wood Stains, Floor Paints, Japanese Enamels, Bicycle Enamels, Carriage Gloss Paints, etc.

IS A GUARANTEE

to those who buy or use these goods

That the Quality Can Always be Depended Upon

NO OTHER LEAD . .

has taken and maintained such a high position for texture and covering power as that of . . .

Brandram Bros. & Co.

LONDON, ENGLAND

RETURNED
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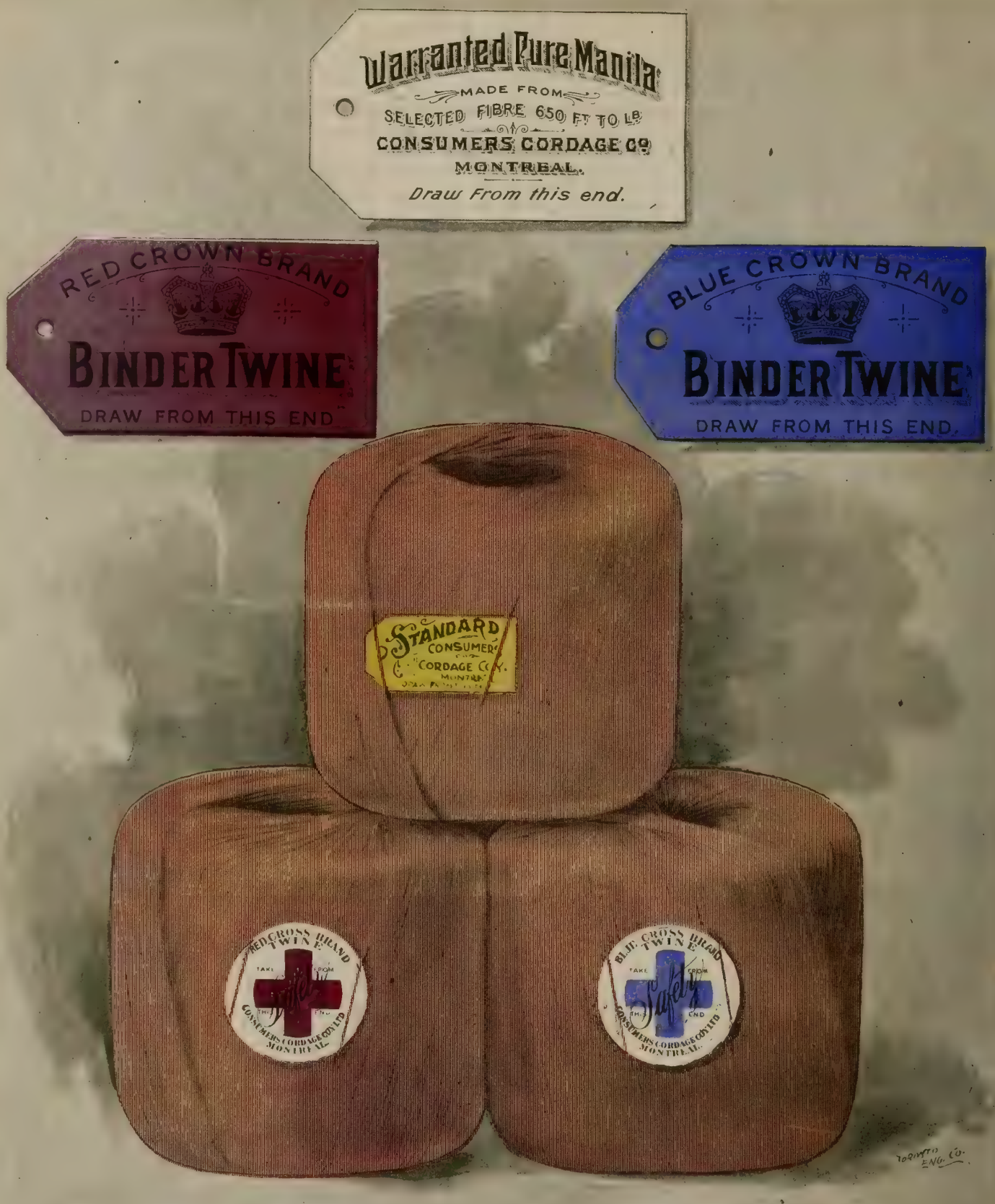
Of which, by special arrangement with that firm, we are the Sole Manufacturers in Canada.

HENDERSON & POTTS

NOVA SCOTIA PAINT AND VARNISH WORKS

747 Craig St.

MONTREAL, Que. and **HALIFAX, N.S.**



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MONTREAL

☞ Superior Quality.
Langwell's Babbit, Montreal

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IX | MONTREAL AND TORONTO, MAY 8, 1897 | No. 19

MAGNOLIA METAL

In use by

TEN LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
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Owners and Sole Manufacturers,
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Are You Buying

Barb or Twist
Bright or Annealed
Annealed and Oiled
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WIRE?

Then get our prices for import. **First quality, prompt shipment, low prices.** No lots under two tons.

Agents for . . .
OLIVER WIRE CO.
Pittsburgh

A. C. LESLIE & CO.
MONTREAL

Largest Radiator Manufacturers under the British Flag

"HEARD US BEFORE."

What more can we say than to you we have said : that

"Safford"

Patent Screwed Nipple

Radiators

for heating by Hot Water and Steam are still at the head.

Full particulars on application at

THE

TORONTO RADIATOR MFG. CO. Limited Toronto, Ont.

YACHT BLOCKS
LIFE BUOYS
CORK FENDERS
MARINE GLUE
BOAT HOOKS

CHOCKS
THIMBLES
CLEATS
TURNBUCKLES
ANCHORS

GALVANIZED TACKLE

Rice Lewis & Son

(LIMITED)

Cor. King and Victoria Streets, TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN

Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

A Stove, Not a Lamp.

VICTOR OIL STOVES

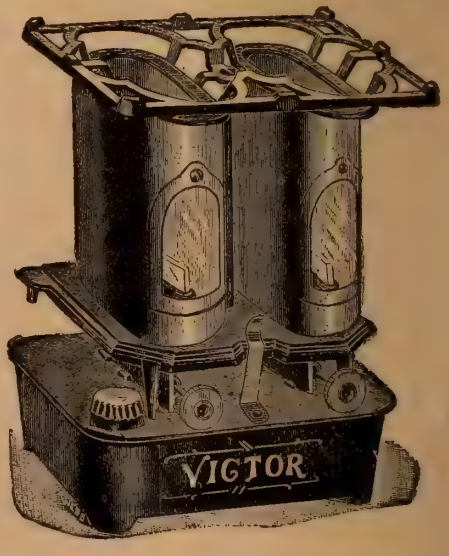
One, Two and Three Burners

NO SMOKE
NO SMELL

But Lots of Heat

OVENS AND EXTENSION TOPS

All Sizes of Oil Stove Wicks in Stock



KEMP MANUFACTURING CO.

Toronto

HARDWARE AND METAL

Vol. IX. MONTREAL AND TORONTO, MAY 8, 1897 No. 19

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
Limited

Fine Magazine Printers
and
Trade Newspaper Publishers

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WIRE NAILS SOLD NET.

ONE radical result of the tariff changes and the effect it has had on values is a complete revolution in the method of selling wire nails.

Heretofore they have been sold on a discount basis, as the trade are well aware. This week, however, the different makers announced that in future they would be sold at a nett price, and not only that, but that the market would be an open one for all the provinces, the association having dissolved.

The American wire nail list is $1.35 base f.o.b. Pittsburg. Thirty-five per cent. duty brings that to $1.83. Having this in mind the Canadian makers will sell nails freight prepaid to points of delivery with freight rate from Pittsburg added to same point. For example, if the rate from Pittsburg to Blankville, Ont., is 25c., the price at which the Canadian manufacturers and jobbers will sell the merchants in Blankville would be $2.08. The Canadian manufacturers are determined to meet American competition.

The change is, of course, equivalent to a considerable decline in the price, the new list being as follows:

STANDARD COMMON NAILS.

(In kegs 100 lbs. each.)

Base price { C L, $2 Que. and $1.94 Ont.
L C L, $2.10 Que. and $2.04 Ont.

Size.	Length in inches.	Advance on base.
2d	1	$1 00
3d	1⅛	
3d	1¼	0 65
4d	1½	0 40
5d	1¾	
6d	2	0 30
7d	2¼	
8d	2½	0 15
9d	2¾	
10d	3	0 10
12d	3¼	
16d	3½	0 05
20d	4	
30d	4½	Base
40d	5	
50d	5½	
60d	6	

STANDARD GAUGES.

Moulding.	Finishing and Casing.	Flooring.	Clinch Long Point.	Clinch Flat Point.	Slating and Roofing.	Box.	Fence.	Tobacco.	Barrel.	Oval Head Car.	Eave tr'gh spikes.	Common Spikes.	Size.
16	17	....	14	14	12	....	....	....	14	....	..	..	2d
16	17	....	....	....	12	....	....	....	14	....	...	...	3d
15	16	....	13	14	11	....	....	....	14	....	...	...	3d
14	15	....	12	13	11	14	....	12	...	12	...	...	4d
13	14	....	12	13	10	14	10	12	....	10	...	...	5d
12	13	11	11	12	10	13	10	11	...	10	.	...	6d
12	13	11	11	12	....	13	9	11	....	9	...	...	7d
11	12	10	10	11	....	12	9	10	....	9	...	...	8d
11	12	10	10	10	....	11	8	....	....	8	..	..	9d
10	11	9	9	9	....	11	7	....	....	8	...	...	10d
9	11	9	....	....	....	10	6	...	....	7	...	...	12d
8	10	8	....	....	....	10	5	....	....	7	...	...	16d
....	9	7	....	...	....	9	4	....	....	6	...	3	20d
...	...	..	....	....	....	9	....	....	....	6	5	:	30d
....	....	....	....	....	....	8	....	....	....	5	4	2	40d
....	....	....	....	....	..	....	....	....	....	4	3	2	50d
....	....	....	....	....	....	....	....	....	...	4	2	1	60d

NET EXTRAS OVER SAME SIZE COMMON NAIL.
(CENTS PER LB.)

¼	½	¼	½	¾	¼	¼	¼	¼	¼	¼	¼	

OTHER EXTRAS NET.

	Per lb.
Barbed annealing special heads, special points	¼c.
Packing in 25 and 50-lb. boxes, per lb	¼c.
" less than 25 lb. and in 1 lb. papers	½c.
Blue nails, per 100 lbs	10c.
Coated, " "	10c.

Moulding, finishing, casing, flooring, clinch, slating, roofing, box, fence, shingle, tobacco, barrel, eve-trough, spikes and car nails of the gauges named above will be charged at common nail list with extras, as shown.

All other sizes and gauges will be charged by the miscellaneous list, which is as follows:

MISCELLANEOUS WIRE NAIL LIST.

Applying to all Nails except Standard Nails.

Length.	Gauge.	c. per lb.	Length.	Gauge.	c. per lb.
¼ in.	19 and heavier	.65	1¾ in.	13 and heavier	.19
	20	.80		14	.20
	21	.95		15	.23
⅜ in.	19 and heavier	.55	2 and 2¼ in.	12 and heavier	.17
	20	.65		13	.20
	21	.75		14	.22
½ in.	18 and heavier	.45	2½ and 2¾ in.	11 and heavier	.17
	19	.50		12	.18
	20	.55		13	.19
⅝ in.	18 and heavier	.35	3 and 3¼ in.	10 and heavier	.16
	19	.40		11	.17
	20	.45		12	.18
¾ in.	17 and heavier	.30	3½ and 4 in.	9 and heavier	.16
	18	.35		10	.17
	19	.40		11	.18
⅞ in.	16 and heavier	.25	4½ in.	7 and heavier	.15
	17	.30		8	.16
	18	.35		9	.17
1 and 1⅛ in.	16 and heavier	.26	5 in.	6 and heavier	.15
	17	.28		7	.16
	18	.30		8	.17
1¼ and 1⅜ in.	15 and heavier	.22	5½ in.	4 and heavier	.14
	16	.23		5	.15
	17	.25		6	.16
1½ in.	14 and heavier	.21	6 in. and longer.	3 and heavier	.14
	15	.23		4	.15
	16	.25		5	.16

NET EXTRAS.

Sash pins or headless nails	½c.	per lb.	extra. net
Barbing, annealing, special heads, special points	¼c.	"	"
Tinning, up to ¾ in	6c.	"	"
" ⅞ in. and longer	3c.	"	"
Galvanizing	3c.	"	"
Packing in 25 and 50 lb. boxes	¼c.	"	"
Packing in less than 25 lbs. and in 1 lb. papers	¼c.	"	"
Blued nails	10c.	per 100 lbs.	
Coated nails	10c.	"	

In addition to these extras—Nails on above list in less than 100 lbs. of one size, 1c. per lb. extra net.

BARBED WIRE DOWN.

In consequence of competition from American makers the price of barbed wire has been reduced from 25c. to 30c.

The basis in Quebec now is $2.60 f.o.b. Montreal, and in Ontario $2.50 f.o.b. Toronto, Hamilton and London.

The terms of delivery are as before,

NEW TACK LIST.

The tack manufacturers have issued a new tack list, which took effect on May 1, and also a new scale of discounts which are herewith appended:

TACKS. (Half Weight.)	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24	Oz.
	List Price Per Dozen.																
B.B.B. Cut and Carpet............Blued	48	53	58	63	68	73	78	83	88	103	118	133	148	163	178	193	cts.
" " ....Tinned					93	98	105	113	125	143	165	188	210	233	255	278	"
Leathered Carpet (100 to paper)......							60	60	64	68							"
Swede's Iron Cut................Blued	53	58	63	68	75	83	93	103	113	130	148	165	188	200	220	240	"
" " ....Tinned	78	83	88	93	100	110	120	130	148	170	193	215	240	268	295	323	"
Swede's Gimp and Lace..........Blued	88	95	103	110	120	130	143	155	170	188							"
" " ....Tinned	113	120	128	135	145	158	170	183	205	228							"

Assorted Cut Tacks, Quarter Weight, 4 to 14 oz. and 4 to 10 oz.—$3.50 per box.

In Pound Papers and Bulk.	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24	Oz.
	PRICE LIST PER POUND.																
B.B.B. Cut and Carpet																	
Swede's Iron Tacks																	
" Upholster Tacks..............																	
" Carriage Tacks	115	98	77	66	58	49	40	31	29	28	27	26	26	26	26	26	"
Cheese Box Tacks, Oval or Flat Head																	
Trunk Tacks ....Black																	
Gimp and Lace Tacks	223	162	128	112	98	82	63	48	44	40							"
" " ....Tinned	266	200	164	141	120	98	76	57	53	49							"
Solid Head Lining Tacks................				80	70	65	55	52	50								"
Strawberry Tacks		80															"
Copper Tacks ....(All Sizes)	66																"
Zinc Tacks .... "	30																"
Looking Glass Tacks .... "	36																"
TINNED TACKS .... (All kinds except Gimp and Lace)	158	133	113	95	80	65	53	41	39	38	37	35	35	35	35	35	"

Goods Sold by Length, Price per Pound, Paper or Dozen.	⅜	4-8	⅝	¾	⅞	1	1⅛	1¼	1½	1⅜	2	2¼	2½	In.
	LIST PRICE PER POUND, PAPER OR DOZEN.													
Clout and Trunk Nails	42	30	24	20	18	16	16	16	16	16	16	16	16	cts. per lb.
" " Tinned	48	36	30	26	24	22	22	22	22	22	22	22	22	" "
Fine Finishing Nails.....................	42	30	24	20	18	16	16	16	16	16	16	16	16	" "
Chair Nails														
Basket Nails		34	32	30	28	26	26							" "
Cigar Box Nails														
Patent Brads ....(Half Weight)	60	60	66	72	78	96	108	114	144	180	216			per doz papers
" ....(in lb. papers)	80	53	44	32	28	26	24	22	18	16	16			cts. per lb.
Brush Tacks		72	48	36	29	24	22							" "
Copper Nails ....(All Sizes)	66													" "
Picture Frame Points .... do.	10													" "

Hame Nails 19c. per lb,, all sizes.

DISCOUNT SHEET APPLYING TO HARDWARE LIST OF 1ST MAY, 1897.

Tacks.	Per Cent.
Strawberry box tacks..................	70 and 10
Cheese box tacks, blued................	80
Trunk tacks, black and tinned..........	80
B.B.B. iron carpet, blued and tinned....	80
" " bright or blued (in kegs)............................	40
B.B.B. iron carpet, tinned (in kegs)....	45
" cut tacks, blued and tinned......	75 and 10
" " ¼ weights...........	40
Swedes cut tacks, blued and tinned:	
In bulk........................	75 and 10
In dozens......................	70
" Carriage tacks, blued.............	75 and 10
" Upholsterers'......................	80
" Carpet, blued and tinned.........	70
Swedes, Lace, " "	75
" Brush, " "	50
" Gimp, blued, tinned and japanned	75
" Pail and miners'	75
Looking glass tacks....................	35
Zinc tacks.............................	35
Leather carpet tacks...................	65
Copper tacks...........................	62½
Nails—	
Copper nails...........................	65
Trunk nails, black and tinned..........	70
Clout " " "	66⅔
Basket nails...........................	45
Chair nails............................	45
Cigar box nails........................	45
Hame nails.............................	45
Patent brads...........................	50
Fine finishing.........................	45
Picture frame points...................	25
Lining tacks, in paper.................	10
" " in bulk..................	15
" " solid heads (in bulk).....	60
Saddle nails, in papers................	10
" " in bulk..................	15
Tufting buttons, 22 line...............	60
" " all other sizes..........	50
Tin capped trunk nails.................	15
" " rivets................	5
Zinc glaziers' points..................	15

Terms: Four months approved credit, 5 per cent. discount for cash in 30 days from date of shipment. F.O B. Montreal, Quebec, Toronto, Hamilton, London, St. John, Halifax. Prices subject to change without notice.

MIRROR MAKERS AND THE TARIFF.

THERE are some complaints against the new tariff which are not well taken. There are others which are. The complaint which the manufacturers of mirrors have to make is of the latter description.

The plate glass which is nearly altogether used for mirror making are panes not over twelve square feet in size.

Under the old tariff the duty was 4c. per square foot. This was equal to an ad valorem duty of about 14 per cent.

Under the new tariff all plate glass not bevelled is made dutiable at 30 per cent. ad valorem.

In other words, their rate of duty has been increased over 100 per cent.

Plate glass is the mirror maker's raw material and for the Government to increase the rate of duty the extent it has is obviously an injustice, an unintentional one no doubt.

There are about half a dozen important mirror makers in Canada, and they assert that they will not be able to continue in business if the present rate of duty on their raw material is maintained, especially in view of the fact that the duty on mirrors is also 30 per cent.

Nearly all the mirrors used in Canada are of home manufacture, and it is sincerely to be hoped that the Government will not stifle an industry, not by taking away its protection, but by needlessly taxing its raw material.

THE NEW DUTY ON SANDPAPER.

THOSE who have had occasion to pass sandpaper through the Customs under the new tariff have been surprised to find that they have had to pay a duty of 35 per cent. instead of 20 per cent. as formerly.

The surprise is due to the fact that under the new tariff it is not enumerated. And not being enumerated, the Customs appraisers have ruled that it comes under this paragraph of the schedule relating to books and papers: "Ruled and border and coated papers, papeteries, boxed papers, pads not printed, papier-mache ware, n.o.p.; envelopes, and all manufactures of paper, n.e.s., 35 per cent. ad valorem.

Most of the sandpaper used in this country is imported. According to The Trade and Navigation Returns of last year, the total imports were valued at $36,870, and the amount of duty paid was $7,340. Under the new tariff on a like total importation the duty would be $12,911.50. Of the total amount imported last year $36,022 came from the United States.

GIVE THEM YOUR VOTES.

The political views of this paper are well known. It has no common ground with either party. It believes in supporting honest, successful business men regardless of their politics.

It asks its readers to do the same. In the provincial contest in Quebec two excellent men of this stamp are running. Robert Bickerdike, the ex-president of the Board of Trade, is running in the Liberal interest in Montreal, and H. Laporte, wholesale grocer, in the Conservative interest in Hochelaga—a suburb of the city.

The presence of these men in the Quebec Legislature will be of great value to the business interests of the city and province, and we hope our readers will not only vote for them, but give them every possible support.

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CHAT WITH A CUTLERY MAN.

TORONTO was last week visited by Mr. Wilfred Hobson, principal of the well-known cutlery firm of Thomas Turner & Co., Suffolk Works, Sheffield, England. Mr. Hobson, who is a young man, comes of good cutlery stock. His father, grandfather and several generations of forefathers were cutlers in old Sheffield. An old directory of 1720, still extant, bears the name of Hobson, a maker of scissors, etc. The house of Thomas Turner & Co., of which the present Mr. Hobson is principal, began its existence over a century ago, a long time indeed to the people of this new country.

I found Mr. Hobson on Friday morning in the top flat of Rice Lewis & Son's big warehouse. His coat was off and he was busy laying out samples of cutlery, ad infinitum. Busy as he was, he found time to give me a few minutes' chat, and a pleasant few minutes' chat it was—to me, at any rate.

Thomas Turner & Co., be it known, make the steel from which the knife is produced, as well as the knife, and they have done so for over a hundred years. "We believe," replied Mr. Hobson to a question, "that in order to have good cutlery you must have good steel. In order to be sure of this we manufacture our own steel; and by manufacturing our own steel we have the advantage of putting good quality even into cheap goods. It really would not pay us to make two qualities of steel. I say, 'here, what is a knife for but to cut?' The bed rock of a knife is that it shall cut. And we see to it that what we put on the market shall cut."

"You make a wide range of goods, I should judge," I ventured, as I glanced around upon the samples.

"Yes, we do," rejoined Mr. Hobson, as he paused in his work. "In cutlery we make an extensive range of patterns, running into several thousands, from finest to the cheapest grades of goods. In brief, we make pocket knives, razors, table knives, steels, spoons, forks, plated table cutlery, while our saw and file works are among the oldest in Sheffield."

One of the first things to arrest my attention were samples of Jubilee pocket cutlery. The knives were beautifully finished. The designs were modest, and, in my idea, just the thing. The head of Her Majesty, a fac simile of that on the latest sovereign, is the central figure in the design, while round and about is this inscription: "Diamond Jubilee. 1837-1897. God Save the Queen."

"That," explained Mr. Hobson, putting his finger on one particular knife in a number I stood looking at, after turning from the Jubilee cutlery, "is what is known as the Nova Scotia fisherman's knife. We have been sending that knife to Nova Scotia for over 65 years. I learned this upon looking up the original patent book before I came away." The knife has a formidable blade, with the "frame" trade mark upon it. "Then here are our pruning knives," said Mr. Hobson, pointing to an array of these knives. "People swear by them."

Eventually our conversation turned upon fine cutlery. "There," said Mr. Hobson, as he picked up what some would term a sporting knife, "is a pretty thing." It was. And it was a handy thing, too, he might have said. The blades had fluted backs and the general finish of the knife was fine, as well as artistic. As to its usefulness. It contained ten or a dozen pieces, besides the blades there being a corkscrew, a gimlet, a screw-driver, a picker and a number of things which struck me as making it a sort of tool-chest in embryo. Mr. Hobson informed me that ten to a dozen fine pocket-knives was the average output of one workman.

"I think, in table cutlery," said Mr. Hobson, "we can get out as good lines as most people." From what he showed me I should judge that he was not far astray. One knife particularly caught my fancy. It was of ivory, and was named, I was told, the "Suffolk lock-fast knife." It derives its name from the fact that once the blade is in the handle it is there for good and aye. On the steel shank of the knife there is a cross pin. This shank slips into the handle through a groove. When it is in its full length it is given a turn which places the cross piece into two little grooves. This is the locking process. And then to prevent the shank from turning or unlocking it is riveted at the end."

"We have sent out over 50,000 of these knives," explained Mr. Hobson, "and we have yet to have one come back loose." If I remember rightly, Mr. Hobson stated these knives were used at the officers' mess in the navy.

Speaking of the navy reminds me that Thomas Turner & Co. have, during nine out of the past twelve years, had the contract for supplying the British navy with its cutlery. Last year their contract for jack-knives for the sailors aggregated 35,000. And out of that number only 13 were rejected.

An interesting story is told as to how the first contract, I think, for jack-knives fell to Thomas Turner & Co. Some years ago there was a great deal of competition for supplying the sailors in the navy with pocket-knives, tenders being taken at recklessly low figures. The ultimate result was that quality as well as price began to come down. The remedying of this was brought about by a peculiar circumstance. As everyone knows, Jack Tar fastens his knife to his person by means of a specified cord. And when he goes aloft his knife is often hanging open by his side for convenience. One day a sailor on board one of Her Majesty's ships went aloft with one of these inferior quality knives hanging open by his side. While he was at work, however, the knife fell, striking in its flight an admiral who was pacing the deck below, nearly killing him. The metal spindle which held the loop to which the cord had been fastened had been cut by the blade striking it every time the latter was closed, eventually severing it, and allowing the knife to fall upon the admiral, as already stated. That settled inferior jack-knives in the navy, and brought to Thomas Turner & Co. a three years' contract without competition.

I had better get back to the cutlery in Rice Lewis & Son's warehouse again. The case carvers are worthy of particular mention. The first I noticed contained three sizes, namely, the ordinary carver, a smaller one for a lady and a game carver. The handles were of ivory, with a swell in them which enabled one to get a particularly good grip upon them. These were originally designed by Mr. Hobson himself, while in Johannesburg, for the special order of a lady there. It has since become one of the firm's staple patterns. Another nice set had stag handles with natural root capped with sterling silver. The steel had a unique guard also capped with sterling silver. A feature I noticed with some of these cases was that they had double hinges, enabling the top cover to be turned under, thus allowing the hardware dealer to economise space when displaying his case goods. One carver I must not forget to mention was the "Majestic." The feature about it was that it had a new shaped blade which enabled the carver to secure a long drawn cut.

The cabinet cutlery was handsome and most convenient in its arrangement. There was one which contained 55 pieces, or, with an extra drawer, 120 pieces. Then there were some beautiful cases of fish carvers, or slicers, and fish eaters. Those in which the patterns were pierced or cut out were, to my mind, particularly handsome. Dessert sets there were to please a monarch. These contained dessert knives, fruit spoons, nut cracks, nut picks and grape scissors, in design and arrangement beautiful.

Mr. Hobson had a large array of razors. One named "Encore" is a specialty with the firm. As far as the eye could tell it was certainly a most desirable razor. Besides that, the firm is pledging its reputation upon it.

The trade mark of Thomas Turner &

Co. is three diamonds and a pepper corn and the word "encore." The three diamonds mean keenness and the pepper corn sharpness, and the word "encore," everyone who gets it will want it again..

Incidentally our conversation turned upon the position Sheffield occupied in the world as a cutlery centre. And in reply to a query Mr. Hobson ascribed it largely to the Cutlers' Association, founded away back in the seventeenth century. One of the particular offices of this organization was to search out and destroy, in public, any cutlery of an inferior grade that might be made in that city. To perform this duty there were six searchers and twenty-four assistant searchers. The Cutlers' Association, as everyone knows, still exists, but the practice of searching out and destroying inferior cutlery no longer does. It did, however, up to sixty years ago, and Mr. Hobson's grandfather was a spectator of this last particular act of the Cutlers' Association.

The . . Sherwin-Williams Buggy Paint

Is made for use on buggies, carriages, cutters and sleighs, baby carriages, small boats, and countless articles intended for outdoor use, where a high varnish gloss and a good strong color are wanted. The Sherwin-Williams Buggy Paint is made for painting and varnishing these articles at one operation. It will make an old buggy look as good as new. If used occasionally it will keep an old buggy as good as new. With a little judgment it may be applied by anybody.

The Sherwin-Williams Buggy Paint is good for this one class of work and does that work right. Color cards upon application.

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THE SALE OF OIL STOVES.

THE following hints on how to sell oil stoves successfully were contributed to Ironmongery :

There is often a tide in the history of certain articles, as well as men, which, if taken at the flood, leads on to fortune ; or, at any rate, to a very satisfactory financial end from the salesman's point of view. It is only within a very recent period of time that ironmongers have awakened to the fact that oil stoves have reached that point of favor in the eyes of the public which will warrant any enterprising firm seizing the opportunity and turning it to good results. For many years the British matron was deeply prejudiced against oil stoves, and especially when it was suggested that cooking might be done with quite as satisfactory results with an oil cooking stove as a range. That prejudice is much accounted for by the very bad quality of petroleum oil which, until recent years, was universally sold. The refining process of petroleum, however, has reached almost a state of perfection. This is most important in face of the fact that no oil cooking stove, however scientifically constructed could be proof against the charge of "tainting the food" if this inferior oil referred to was used. There can be no doubt, moreover, that, other things being equal, a very great economy may be effected by their use, and such has been proved to be the case over and over again. Especially useful are they in summer time when the heat of a kitchen is well-nigh unbearable to those who have to live there. A thoroughly good oil cooking stove is a very useful and necessary complement to a kitchen range, especially in small families. These are facts which any ironmonger would do well to bring before the public over and over again—for that is the true secret of advertising. Mr. Gladstone's definition of successful advertising was "to iterate and reiterate until you have stamped it upon the public mind." Neat and striking advertisements, bearing upon the advantages and use of oil cooking stoves, should be sent out periodically with blocks if possible of the latest designs, and printed upon good paper—an essential qualification if you desire your circular to be read. And then nothing beats a good window display. All stoves should be shown complete with cooking utensils and oven doors open, so that the capacity of the ovens may be seen by passers-by. Examples in pastry, too, showing the satisfactory results attained from these cookers, might well be shown ; and a most important item to a really striking display is a good neat ticket placed on each stove, not only priced, but descriptive too. Avoid a set appearance, as if each stove were an accessory of its neighbor, and never place one stove right on top of another. A plentiful supply of lists, show cards, etc., should be hung in every available space in the window not occupied with articles. Endeavor to get the customer who has found the stove satisfactory to give you a testimonial, which might be exhibited in the front of the window conspicuously. If practicable, a stove actually in use might be exhibited to great advantage.

CO-OPERATION THROUGHOUT.

Even in small establishments I believe it is a good idea to have a little printed booklet containing rules and suggestions for employes, says a writer in an exchange. I believe something of this sort is a first-rate thing. The better employes understand the ideas of their employer, the better they will do their work. The more they know of the organization of the business and the objects sought by it the more interest they will take in it. Even the least important employe of a retail store ought to be kept posted as to the advertising that is being done and the various happenings in all parts of the store. This diffusion of knowledge in the store itself is as much a part of the advertising as the publication of store news in newspapers.

The best books are those which stir us up most and make us the most determined to do something and be something ourselves. The best books are those which lift us to a higher plane, where we breathe a purer atmosphere. As we should associate with people who can inspire us to nobler deeds, so we should only read those books which have an uplifting power and which stir us to make the most of ourselves and our opportunities.—Architects of Fate.

EXTENDING OUR TRADE WITH THE WEST INDIES.

VARIOUS attempts have been made by Canada during the last few years to extend her export trade with the British West Indies, but the results have not, on the whole, been satisfactory.

There are primarily two causes for this. They are (1) the lower freight rates which are enjoyed by exporters from the United States, and (2) the want of an efficient and reasonably cheap cable service to those islands.

Due largely to the C.P.R. authorities, a remedy for the former difficulty has been secured.

The remedy is in the shape of an arrangement with the Pickford & Black line of steamers running from Halifax and St. John, whereby the latter has agreed to reduce its rates to the figures obtaining on the lines plying between New York and the British West Indies, while the C.P.R. has also fixed a special export rate for Western Ontario, in order to meet the competition of American roads.

Besides what it has done in the way of freight rates, the railway company has also despatched a commissioner to the West Indies, with instructions to ascertain what products of Canada are most likely to sell in those markets, together with the most suitable packages for shipping these goods in.

Of course, the C.P.R. is working in its own interests as well as in those of the country, but its efforts are none the less worthy of commendation. It exhibits enterprise, and enterprise is always laudable.

It is a fact, although perhaps not generally known in the West, that a great deal of Canadian products for the West Indies from as far east as Prince Edward Island, Nova Scotia and New Brunswick, are exported via Boston and New York in spite of the fact that all those provinces have seaports at their very doors.

That the West India trade is worth cultivating is obvious. They are large importers of potatoes, fish, flour and provisions, and all these and other things Canada is well able to supply. In flour alone their wants are about one million dollars' worth annually, yet our total exports of this commodity last year were valued at less than five thousand dollars.

Taking our exports of all kinds, they only aggregated $2,810,817. The United States, on the other hand, last year exported to the West Indies goods to the value of $26,541,529. To the British West Indies alone they sent $8,732,477 worth against our $1,627,388 worth. In other words, the United States does about 80 per cent. more trade in the one instance than we do and 120 per cent. more in the other.

Canada's chief exports to the British West Indies, according to the latest returns, are : Live animals, $27,496 ; breadstuffs, $77,037 ; coal, charcoal, etc., $16,315 ; drugs, dyes, chemicals and medicines, $20,112 ; fish, $1,110,721; leather and manufactures of, $16,852 ; iron and manufactures of, $4,143 ; musical instruments, $2,205 ; provisions, $31,339 ; ships, $5,450 ; tobacco and manufactures of, $5,497 ; potatoes, $70,673; wood, $125,916. Compared with the previous year there has been a decline in the exports of all the above articles except leather and manufactures of.

It is about time Canada bestirred herself.

OUR IMPORTS FROM BRITAIN, GERMANY AND BELGIUM.

THE minimum tariff under which goods of British production are given a preference in the Canadian market is still the subject of a great deal of interest, particularly in view of the fact that the consuls of both Germany and Belgium have instructed importers of goods from their respective countries to pay their duties under protest.

The reason of this action is, of course, based upon the contention that under the Imperial treaties with these countries a British colony cannot give the products of the Motherland a preference in its markets without extending the same to the products of their respective countries.

The countries directly interested in the controversy which has arisen over the action of the Dominion Government are Great Britain, Germany and Belgium. A reference to Canada's trade with these three countries will therefore be timely.

Our aggregate trade last year with Great Britain was $99,670,000 ; with Germany, $6,688,990, and with Belgium, $1,018,789. Compared with our total trade with all countries Great Britain's is about 43 per cent., Germany's about 2.6 per cent., and Belgium's .4 per cent.

Taking the goods entered for home consumption, as well as their percentage to the whole, we find the following results : Great Britain, $32,979,742, or 29 per cent.; Germany, $5,931,459, or 4.5 per cent.; Belgium, $920,758, or .83 per cent.

The exports of the Dominion were $66,690,288 to Great Britain, $757,531 to Germany, and $98,031 to Belgium. The percentages of these to the total export trade of the country were : Great Britain, 54.54 ; Germany, .6 ; Belgium, .08.

Our export trade to Great Britain is a growing one, that to Germany and Belgium is a declining or irregular one. When we consider our import trade we find the opposite conditions obtaining. Our imports of British goods were, with one exception, last year the smallest on record, while those from both Germany and Belgium were the largest on record. Compared with the previous year, the imports of Belgian goods in 1896 were over 100 per cent. larger.

Canada's principal imports, dutiable and free, from the three countries named were in 1896 as follows :

FROM GREAT BRITAIN.

	Dutiable.	Free.
Books and other printed matter	$ 222,296	$133,208
Cotton and manufactures of	3,366,502	191,058
Drugs, dyes, chemicals and medicines.	250,689	653,005
Earthenware and china	381,495	.....
Fancy goods	916,933	.....
Flax, hemp or jute and mnfrs. of.	1,414,404	827,237
Dried fruits	89,786	.
Furs and manufactures of	324,098	154,731
Glass and manufactures of	215,344	.....
Gloves and mitts of all kinds	268,247	.....
Gutta percha, India rubber, etc	118,657	20,127
Hats, caps and bonnets	805,426	47,922
Iron and steel and manufactures of...	2.407,955	749,429
Lead and manufactures of	126,041	11,583
Tin " " "	4,199	928,749
Miscellaneous metals and minerals, and manufactures of	72,671	432,244
Oils	370,770	13,608
Paints and colors	226,916	55,180
Pickles, sauces and catsups	83,112	.....
Salt	71	280,330
Silk and manufactures of	1,901,627	.....
Spirits and wines	410,204	.....
Sugar, above and under No. 16 D.S...	59,012	.....
Tea	4,076	943,681
Wool and manufactures of	6,970,010	337,337

FROM GERMANY.

	Dutiable.	Free.
Books, periodicals and other printed matter	$ 35,100	$ 1,707
Buttons	32,442	2,289
Cotton and manufactures of	115,517	361
Drugs, dyes, chemicals and medicines.	82,231	183 069
Earthenware and china	82,947	.....
Fancy goods	178,856	.....
Furs and manufactures of	199,576	145,070
Glass and manufactures of	164,951	.....
Gloves and mitts of all kinds	197,468	.....
Leather and manufactures of	55,915	.....
Iron and steel and manufactures of..	375,200	84,948
Metals and manufactures of, all others n e.s.	31,734	115,834
Musical instruments and parts of	57,233	.....
Paints and colors	138,803	9,955
Paper and manufactures of	56,039	510
Silk and manufactures of	107,769	....
Sugar, all kinds	2,390,929	157,096
Wool and manufactures of	862,906	3,160

FROM BELGIUM.

	Dutiable.	Free.
Books, periodicals and other printed matter	$ 1,928	$ 2,274
Cement	79,370	.....
Cotton and manufactures of	3,672	.....
Drugs, dyes, chemicals and medicines.	1,099	3,737
Flax, hemp, jute and manufactures of	6,313	.....
Furs and skins, dressed and undressed	3,530	.....
Glass and manufactures of	247,496	...
Metals	45,844	51,588
Paints and colors	18,287	.....
Paper and manufactures of	5,900	.....
Sugar	396,283	.....
Wool and manufactures of	11,295	6,609

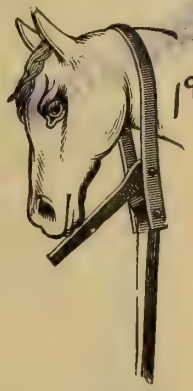
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

37 Front Street West, TORONTO.

1897 HORSE POKES 1897

CHAMPION



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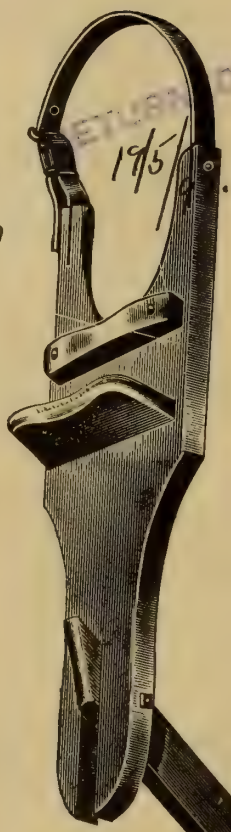

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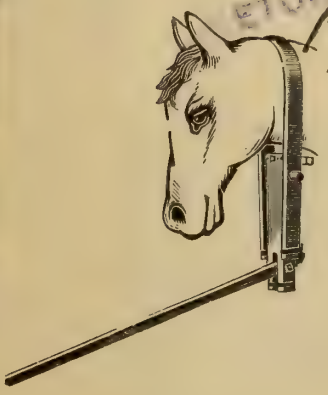
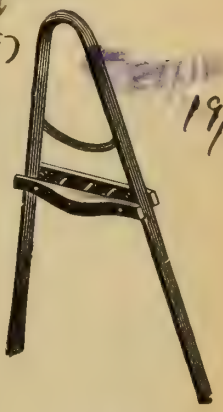


MONTREAL



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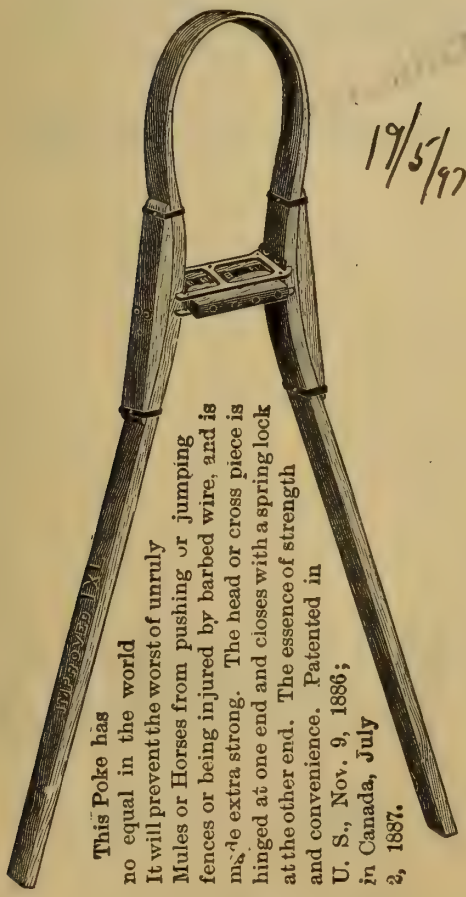
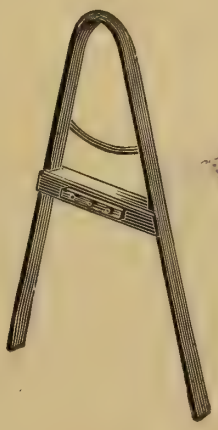
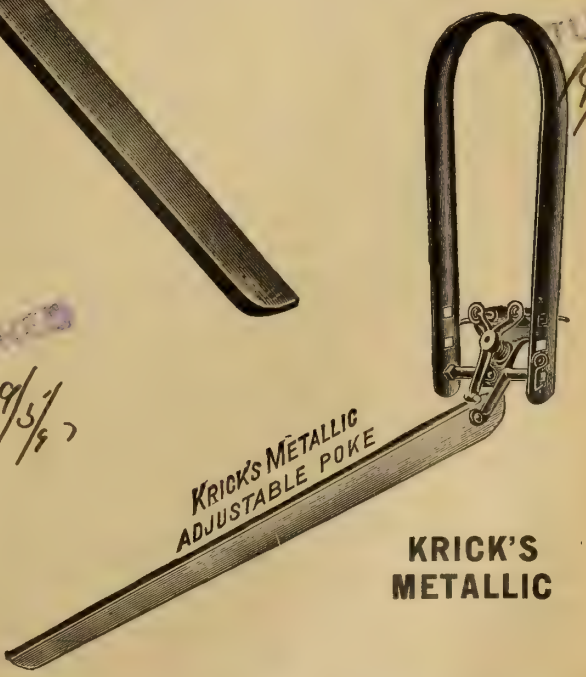


This Poke has no equal in the world It will prevent the worst of unruly Mules or Horses from pushing or jumping fences or being injured by barbed wire, and is made extra strong. The head or cross piece is hinged at one end and closes with a spring lock at the other end. The essence of strength and convenience. Patented in U. S., Nov. 9, 1886; in Canada, July 2, 1887.

IXL IMPROVED



DOMINION



KRICK'S METALLIC

OUR PRICES ARE RIGHT. ...GRAHAM Cut and Wire Nails are the Best... ORDERS FILLED PROMPTLY.

THE DEPARTMENT STORE.

THE proposition that I shall try to lay clear to you is that department stores are of great injury to the many in every city where they exist. By department stores we mean stores in which there are departments for the sale of a dozen or so separate and distinct lines of goods. That great collection of shops gathered together under one roof, conducted as a single organization, which seems to exist on a grand scale in almost every large city in the Union.

The clothing store that handles books and tinware, boots and poultry, stoves and candy, drugs and parrots, dry goods and music, groceries and fine arts, and myriads of other lines, and "lops" off by the ears hundreds of other merchants, scattering wreck and ruin to the four winds, and has been a curse in disguise ever since the first was started.

This is the sort of thing we are talking of.

Viewed from a distance, this establishment is a blessing (?). It occupies a big building and pays somebody a big rent; it has several score of salespeople on its several floors, it has several score of packers and shippers, clerks, and delivery wagons, and gives employment in some cases to a couple of dozen cash boys or girls, and several heads of departments, and in this way there is room for from two to three hundred—perhaps in rare New York instances, 1,000—persons.

Pets of the working people are all they who give 500 people employment. Pets indeed! Give 500 people employment, and rob, directly rob, 5,000 other people of employment and reduce thousands of others to half time, or to starvation wages, as I shall presently explain. This life is entirely a human one. We eat and drink and clothe and cover ourselves, and we can manage to do so, by rendering some particular service along that line to some other person who, like ourselves, eats, drinks and clothes himself. Now, the deduction from this is that if each of us can render to the others enough service, we will each obtain our necessaries, and to spare. And will have a comfortable and pleasant existence. If any one man or any set of men gets control of things, he or they will have the luxury, some other, on whom he lives and has his being, the bare necessity, and all the rest want and starvation. If A. B. C. D. E. F. and G. have each a store of some sort, and employ two or three persons apiece in the transaction of their business, and obtain for all, including 25 clerks, a livelihood, it is obvious that if X. opens up an establishment, combining the seven businesses under his one roof in keen competition with them, with his large capital and resources, and causes the seven to lose sufficiently to find business a loss and thus close them out, it is evident that there is a great loss to the community, for one man has succeeded to the business of seven, and perhaps eight or ten clerks in the larger to twenty-five in the smaller. One building is occupied to seven that have been. One owner realizes his rent to seven that have done so. One building is built to seven that have been. Myriads of carpenters, brick and stone masons, plasterers, painters and other craftsmen, and the factories that make this material, and the miners that mine them all are cut in the fact that one man succeeds to the business of seven.

I challenge my opponents to disprove this. I am in this business, and I assert to you without fear of contradiction that the job of building a store for any other than that of a grocer, saloon, druggist or butcher, is a pleasure I have never had, and is one that is so very rare indeed that it is painfully evident. If it were not for the department stores, Easton avenue would not be so bedecked with "For rent" signs and vacancies. Workingmen's "pets" indeed are they that give 500 people employment (and keep them workingmen and servants to their masters all their natural lives). One master mind and 500 subs. What a delicious prospect for the five hundred. Fortunately 400 of the 500 are women, who have no need of prospects.

Their husbands, fathers, brothers might have been working in the stores along Easton avenue and the other thoroughfares, and they might have been taking the world a little easier if it were not for the department stores. As it is, it takes two and three to provide for a family, where formerly, the natural way, one could easily have done so. Better have the three working at one-third each than the one at whole wages. That's one of the department's innovations.

Following is a summary of the vital and hurtful effects of department stores on merchants and people in general.

By means of a large capital and by ability to consume large quantities of goods, a new condition has arisen, in that the establishment is able to buy at lower rates than the jobber, who for countless years has been the go-between from manufacturer and retailer (Rice, Stix & Co., and Ely & Walker).

The Eastern houses, and our own, to a certain extent, are taking to manufacturing for themselves on a large scale, dress making, white goods, millinery, tailoring, hats and caps, boots and shoes, picture framing, printing etc.

They cripple countless merchants in 200 lines of business.

They cripple the real estate market.

They cripple building business, 20 lines.

They cripple the jobbers.

They cripple the manufacturers, 300.

They cripple the independence of countless thousands of merchants.

Make man step aside for his woman competitor or reduce his wages.

Create one-man rule and monopolies.

Concentrate the wealth to the favored classes.

The century's end will see the crisis of the battle; on one side for supremacy, on the other for existence. The twentieth century will determine the survival of the fittest.—Edward F. Nolte, in North St. Louis Despatch.

TRADE CHAT.

The police of Winnipeg are enforcing the bylaw lately passed against merchants displaying their goods on the sidewalks in front of their stores.

Ross Eckhardt has resigned his position as traveler for the Hudson Bay Co., and will go to the Yukon country with James Macaulay.—Free Press, Winnipeg.

The merchants of Wyoming have decided to close their stores at 7 p.m. every evening in the week except Wednesday and Saturday during the summer months.

Shipments of wheat from Fort William last week were heavy, aggregating 482,000 bushels, while receipts were 140,000 bushels. The quantity still remaining in store on Saturday was 3,250,000 bushels.

The merchants of Russell, Kenmore, Vernon and Marvelville, also J. L. Rolston, P. Saver & Co., A. York, James Simpson and John A. McGregor, of Metcalfe, have decided to close their stores at 6.30 p.m. on Tuesday and Friday evenings during the months of June, July, August and September. A contract has been signed to this effect, leaving the party breaking it liable to a penalty of $25.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

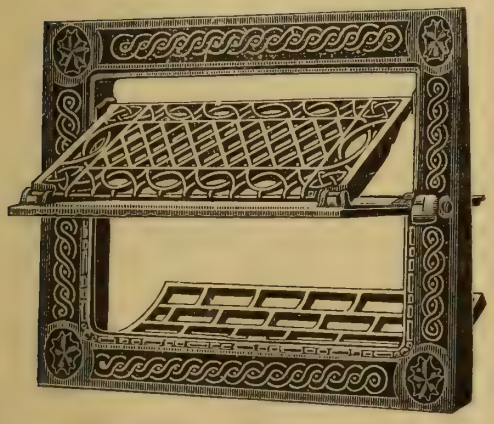
PEARCY'S PURE PREPARED PAINTS

A customer who had opened up his spring shipment writes us : "I expect to do a big trade in your Paints this season. I have sold 20 gallons already. **Keep the quality just as it is.**"

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West - - TORONTO.

THE FOSTER WARM AIR REGISTER



REGISTER OPEN (Forms Foot-Rest)

(PATENTED)

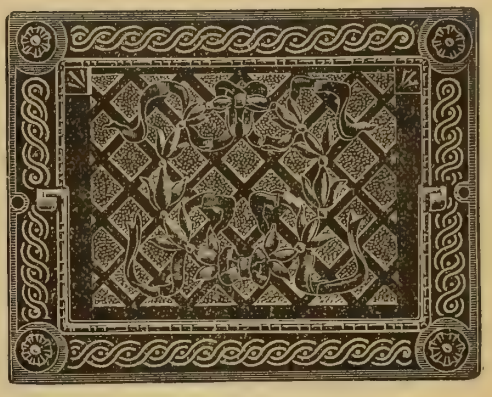
An ornamental low down side wall Register, discharging the heated air near the floor line in a horizontal direction.

Send for Price List and Descriptive Catalogue.

Manufactured by . .

The GURNEY FOUNDRY CO. Ltd.

TORONTO.



REGISTER CLOSED (Dust-Proof)

GALVANIZED SHEETS

"Gordon Crown" ***Best English***

"Falcon" ***Best American***

All Sizes from Stock or for Importation. **SOLE CANADIAN AGENTS**

. . . We also stock a General Line of . . .

METALS, TIN PLATE, Etc.

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

FINDING BUSINESS—AND MAKING IT

By an Old Assistant, in Ironmongery.

ONE who has spent nearly a quarter of a century in the ironmongery business in different parts of the country cannot have failed to observe, if he has kept his eyes open at all, what a variety of ways and means are adopted by the trade in pushing their business. Probably there is no subject which has been argued, quarrelled over, and more thoroughly thrashed out than this one. Most people strongly advocate advertising, while some few—and luckily they are few—deprecate it. Now, of those few I would say, let them alone ; leave them to their own short-sightedness ; give them a wide berth ; let them lag behind, we cannot afford to wait for them. They are sluggards. Like sleepers who do not wish to be awakened out of their slumbers, they dream of what they ought to do, they put their dreams into desires, their desires into anticipations, their anticipations into reflections —but they get no farther. Their reflections vanish nowhere, and certainly not to action. They have, they say, got their living up to the present without advertising, and so they intend to do in the future. Now, these men are the very first to grumble when evil times fall upon them.

How was it when the incandescent light was first brought out, and the agencies were first of all offered to the ironmonger ? "Oh, no," said some, "we'll have none of it. It is only a passing flash in the pan." But was it ? Is it ? No; others, more far-seeing, saw in it the "light of the future," and they gladly became the agents for their respective towns and localities. With what result ? They are now reaping the harvest of their enterprise and pluck ; whilst those who refused are inwardly thrashing themselves now, because they were too slow to advance with the flowing tide. Can anyone wonder at trade which should be exclusively for the ironmonger getting into other channels ? Manufacturers must and will have agents in every town, and if ironmongers won't take up their productions, they (the makers) are not to be blamed for going to the builder, plumber, or whoever will act as their agents.

It was the same with bicycles—an amusing incident I must give here. In a certain town of about twenty thousand inhabitants, an ironmonger received a letter from a village gentleman one morning with the request to be furnished with the catalogue and terms of a bicycle, naming a certain high-class machine, one of the best known in the market then. The ironmonger wrote to the maker for same, and present best terms, etc. Judge of his surprise when next morning a letter came to this effect : "Some time ago our representative called upon you with the express purpose of trying to negotiate with you for the agency of our machine. You absolutely declined, although he said we would be at the expense of advertising for you in your local papers. We did advertise in your local papers for an agent—the result is, we have appointed Mr. So-and-So, to whom we must refer you, as we can only do business through him as our recognized agent for your town and neighborhood." But the most amusing part of the story has to be told. This agent turned out to be—an agent ? Oh ! yes, certainly —but an itinerant "insurance" agent—without a stick or stone to call his own : no office, no showroom, but simply in lodgings in an out-of-the-way street. He had sold some machines, however ; that was what the makers required, and they had not troubled about who or what he was. He took care to remit them promptly, so that there was no need to come and see him personally. He was selling them on the "tally" system, and taking his weekly payments the same as he took his insurance payments, getting full list price from some of his most unsuspecting country yokels. You may say, "Don't you sympathize with the poor ironmonger in the matter ?" No ! emphatically no, I don't. Here he had the article absolutely rammed down his throat—was not even asked to advertise it—but he declined, and was well and deservedly bitten.

Manufacturers realize the vast importance of advertising, they are alive to sending out plenty of printed literature, the catalogues and lists must cost them enormous amounts of money, and therefore, I say, it behoves every ironmonger to make best use of such lists. You can send a score or more lists through the post for a penny—therefore get your town and district directory—let one apprentice direct wrappers and another do up the lists in them. Send to everybody—but, of course, you will send different lists to a farmer to what you would to a lady or clergyman or private individual. Enclose, of course, a few printed lines of your own, such as : "We have pleasure in enclosing herewith a few lists, which we hope and believe will be of interest to you. Any novelties shown therein—which it is not to be expected customers will buy outright without first trying same—we shall be pleased for you to give a fair trial, either to a mincer, carpet sweeper, raisin stoner, steel horse collar, cream separator, or our improved chimney cowl (or any other specialty which you may happen to make in your own workshop), and, if after a fair trial, the same is not approved of, we shall be most happy to take back again, paying the carriage of same."

Meeting one dinner time, in the street, a certain village farmer, who knew me, he stopped me and said, "I see, Mister, you sent me some lists the other day, and my wife says that there's just the thing shown in the list she wants—one of Frank Rippingille's oil cooking-stoves. She saw one early in the summer at our married daughter's, when she was visiting there, but she did not know she could get one in this part of the country. But we see by the lists you are agents for same." "Yes, we are," said I, "and, what's more, she shall have one on trial, if she likes, before she purchases." "Oh, she'll buy one outright," said he, "because she knows what a success our daughter's one is." The result was one was sold at £2 18s. 6d. Now, in this same village is an inn which is popular with passing cyclists, who call for refreshments, tea, etc. The landlady of this inn was friendly with this farmer's wife, and, of course, she must be shown the stove. "How very handy such a stove as that would be to me," says the landlady ; "how much more convenient than my range in the summer-time. I have always to keep a large fire going in my range in anticipation of the arrival of a batch of cyclists, whereas, if I had one of those stoves, I could get it ready in a minute or two." She came over and bought one—a mammoth one—at £4 18s. 6d., with accessories. Now, these sales were the direct result of advertising by means of sending out a few makers' circulars to people by post.

I, personally, do not believe so much in putting circulars inside, or under the string of every parcel you send out, for then they don't get read ; but you send a few well chosen ones, which include novelties with your name and address conspicuously upon them—nine times out of ten they are read. Some may say, "Can you further prove it ?" Yes, I can. Only recently we sent a batch of lists out on the Tuesday and Wednesday of the week. The very next Saturday, being market day, we sold four "Enterprise" mincers, and five raisin-stoners, the direct result of advertising. Most of the customers brought the lists and said, "I want one of these things. You sent us this list the other day." People are flattered at receiving this attention, more particularly the lower class. "I want one of them fifteen-gallon boilers on legs," said a countryman, "at so-and-so" (quoting the price), "You've got the price pat enough," said I. "Well, you see," he said, "I have got the list to go by"—pulling it out of his pocket, as he said so, one we had sent him. Depend upon it, this is one of the ways of advertising which does pay. You have only to write a few post-cards to makers, and they will send you plenty of lists with your own name and address on, and it only needs a little energy and resolution to dispose of them to the makers' and your own advantage and profit. I may have more to say in a future paper on another mode of pushing business.

HALIFAX HARDWARE CONTRACT.

THE city of Halifax has awarded its tender for hardware for 1897-98. Black Bros. & Co. are the lucky tenderers. The awarding of this contract is always attended with interest, not so much on account of the turnover, but because of the rivalry shown by the different firms. Black Bros. & Co. had the tender last year, but one of the unsuccessful tenderers thought there was something wrong, and secured a committee of the City Council to investigate, a full report of which appeared in HARDWARD AND METAL at the time.

There were four tenderers this year: Black Bros. & Co., H. H. Fuller & Co., A. M. Bell & Co. and Stairs, Son & Morrow. Bell & Co.'s was the highest, being $4,182.70; Stairs' was $3,982.15. The following are the tenders of the lucky firm and the next highest. They show both parties to have figured very closely:

Material.	Quantity used during 1896-97.	Black Bros.		H. H. Fuller.	
		Tndr.	Amt.	Tndr.	Amt.
Lead Pipe.....	21,870	4 24	$927 29	4 24	$927 29
Picks	1,173	04	46 92	05	58 65
Refined Iron...	2,140	1 60	34 24	1 60	34 24
Low Moor Iron	0	03		03½	
Cast Steel.	1,065	06	63 90	06½	69 23
Steel Shovels...	18½	2 60	48 10	3 63	48 66
" " ...	18½	2 55	47 18	2 60	48 10
Blast. Powder.	0	09½		09½	
Dynamite.....	5,850	35	2,047 50	35	2,047 50
Detonators ...	13	65	8 45	65	8 45
Fuse	101	07	7 07	07	7 07
Electric Fuses	13,842	02¾	380 66	02¾	380 66
Gasket	153¼	08½	13 03	08½	13 03
Kerosene Oil...	416	20	83 20	21½	89 44
Sweet Oil.....	5	70	3 50	70	3 50
Cut Nails.....	11	2 05	22 55	2 15	23 65
Wrought Nails	0	04		04	
Cut Spikes	1	2 05	2 05	02½	2 50
Wroght Spikes	2	3 50	7 00	04	8 00
Red Lead	5	04	20	04	20
White Lead....	15½	04½	70	04½	70
Wrap. Paper..	400	03	12 00	03 1-10	12 40
Lanterns......	15	4 00	5 00	3 90	4 88
Red Globes...	10	2 40	2 00	2 50	2 08
Tapes 50'	6	1 35	8 10	1 40	8 40
" 66'	13	1 65	31 45	1 70	22 10
" 100'	18	2 25	40 50	2 40	43 20
" Steel 100'	0	6 25		6 50	
Strk. Hammers	253½	06	15 21	06¼	15 84
Sledges	0	06		06¼	
Cod Lines ...	25	15	3 75	15	3 75
Soft Soap.......	56	04¾	3 66	05½	3 08
Cotton Waste.	125	06	7 50	06½	8 13
Rubbr. Packing	70	14½	10 15	15	10 50
Black Japan....	5	45	2 25	50	2 50
			$3,874 11		$3,907 73

HARDWAREMEN PERPLEXED.

MANY a hardwareman, to use the phrase of a certain United States Senator, does not "know where he is at."

The new tariff is responsible in the main for it. On account of the changes it has inaugurated in the duties appertaining to heavy hardware, such as wire, nails, etc., the country is being flooded with quotations from manufacturers in the United States. To meet these quotations is the desire of both manufacturers and jobbers. With this end in view the former are holding meetings, reducing prices, and in some instances dissolving the associations which have bound them together. The plain wire and the wire nail associations have both gone out of existence.

Still there are other lines in which prices are very much unsettled, the manufacturers not knowing what to do until the final decision of the Government is announced in regard to the representations that are now being made to it.

In view of these facts it is well that the trade should be cautious about making purchases at the figures quoted by foreign firms. A change in the duty may entail a material increase in the cost of their goods. Until the tariff is settled it would be well to make haste slowly.

Then another thing not to be overlooked is the fact that goods ordered now for importation cannot, as a rule, be delivered for three or four weeks hence. To those wanting goods promptly this is important.

It is likely that a few days will witness an improvement in the present condition of affairs, as HARDWARE AND METAL understands that the Government will make its final announcement regarding the tariff about the beginning of next week.

GET OUT THE BRIGADE.

THERE is a time for everything. While a merchant should strive to keep his place of business clean and tidy at all times, there is always a certain time of the year when the broom and bucket brigade should wage a more than usually vigorous warfare against uncleanliness. And that time is the spring of the year.

In the highways and field, in the streets and lanes, the bright sunshine and bustling spring winds clean up the winter's accumulation of dirt and impurities. But in the store, in the cellar and in the storehouses the spring cleaning up process devolves upon the energy of man.

It does not matter whatsoever be the character of the business, the store and warehouse can be and should be cleaned up.

There are two chief reasons for a vigorous spring clean up. The one is that it makes the store and stock more inviting to customers. The other is that it improves the sanitary condition of the premises, making them healthier for those whose duties compel them to remain in them the greater part of each day.

Order out the broom and bucket brigade. Sweep or scrub out every corner, from cellar to garret. And the yard: Rake it up. Get behind the packing cases and clear away the winter's accumulation of dust and dirt. After the cleaning up is done, let there be plenty of ventilation and a liberal use of disinfectants in dark corners and places where filth may have accumulated.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

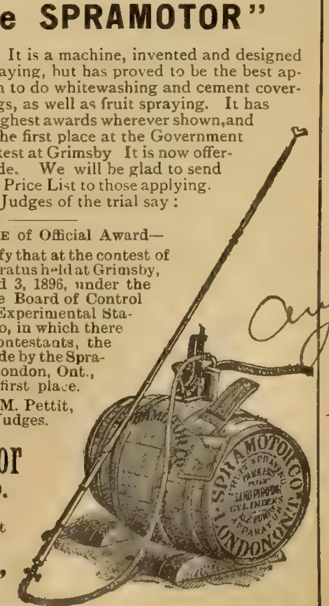
IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Store Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

"The SPRAMOTOR"
What Is it? It is a machine, invented and designed to do fruit spraying, but has proved to be the best apparatus known to do whitewashing and cement covering of buildings, as well as fruit spraying. It has received the highest awards wherever shown, and also received the first place at the Government Spraying Contest at Grimsby It is now offered to the trade. We will be glad to send Catalogue and Price List to those applying.
See what the Judges of the trial say:

CERTIFICATE of Official Award—
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2 and 3, 1896, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co. of London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . .
Richmond St
London, ONT.

REVIVED NAIL DECORATIONS.

FROM "hammered brass" effects, beaded brass work has become popular, and is again used in odd forms of ornamentation, says an exchange.

To give this beaded effect, round-headed brass nails are themselves extensively used in decorating chests, etc.

It is well known in repousse or sheet-brass work, that a very important part consists in introducing, at regular intervals, bosses, or round studs, of such a nature that they shall attract the eye.

Thus, in the days when every room had its salvers and plates of hammered brass, favorite subjects were oranges, grapes and other round forms, whose hemispherical and rounded surface gave a rounded reflex of light. A favorite subject for a brass platter in those times was the spies returning from Canaan, bearing between them an immense bunch of grapes. During 300 years there were as many salvers made with this subject as with all other subjects combined.

The employment of a boss, or knob, or circle in art, is as old as art itself; it was common among the earliest races, and it is said that the white dots in a blue ground which form the undying "polka-dot" pattern is a survival of the heads of rivets in ancient armor.

Nails can be had at the brass furnishers in great variety and in every pattern, from one to two inches in diameter to the tiniest tack. There are various patterns shown for their use in decoration.

PAINT BRUSHES.

"THERE are no tools more ingeniously wrought or more potent than those which belong to the art of the painter," is a statement fully substantiated by the evidence of every man who, either as a painter or artist, makes use of the paint brush, says The Hub. It is possible for a good painter to perform a fairly satisfactory piece of work with inferior brushes, but to do so is due to the skill of the operator, and that skill, when supplemented by tools—brushes—of the highest grade for each specific purpose, with far less labor will be productive of a far more satisfactory piece of work. We sometimes think that the painter studies his own interest less than any other worker in the carriage shop. We see him refusing a pure hair or bristle brush because of what he fancies is a high price, and instead, buying one of inferior quality of bristles, or a fibrous centre, without outside bristles. If a brush is to be used upon coarse, heavy timber or iron work, then it may be economy to purchase a low grade of bristle brushes, but the fibre centre, so much used in cheap brushes, is totally unworthy of notice, and the cost, no matter how low the price, is above the value. Every honorable brush maker in the country will advise the purchase of good brushes by carriage painters, and there is no use to which an inferior brush can, in justice, be put, for to paint a carriage well the work must be good from the foundation to the finishing coat, and it is a good workman, indeed. who can lay a good coat with a poor brush.

Almost any painter has his own idea as to what kind or form of brush best answers his purpose, and he should be just as well satisfied that no brush, no matter what the form or kind, should be used that is not made of the best material of its kind and made up in the best manner. Next to this is the importance of having a complete outfit. There should be brushes for every specific use, and when they are worked up to their highest standpoint by use they should not be employed for any other purpose, so long as they are not too much worn, and when well cared for they will last for years.

To care for brushes properly is another important matter; to do this clean closets, suitable brush keepers and close attention as to cleaning before putting away is necessary. Not only is this so as regards their durability, but it is equally true as to the working quality. A dirty, ill-kept brush is a disgrace to the painter who uses it, and a standing reflection on his skill as a workman. A properly painted carriage panel must be mirror-like in its appearance, and as free from faults as the finest mirror glass, a result that is impossible to obtain with dirty or badly kept brushes.

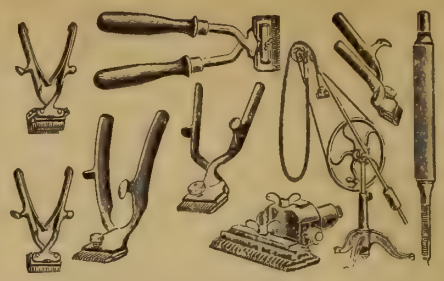
A HARDWARE FIRM'S NEW HOME.

HARDWARE AND METAL called on Walker & Hanson, hardware merchants, of Truro, N.S., last week, and found them in their new premises recently erected by the Merchants Bank of Halifax. Their store is fully adapted for the requirements of their trade. It was fitted up under their own supervision, and the result is an improved method of keeping stock.

In rear of their main store is a large ware-room, which is connected by an elevator with the basement and upper flats, which are stored with surplus stock, and are easy of access.

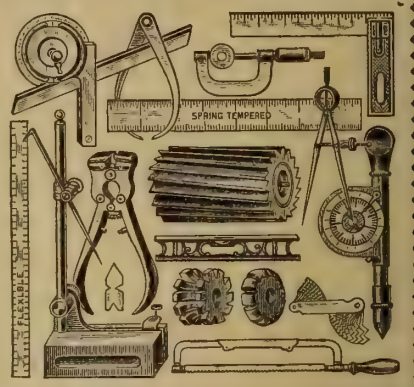
This handsome block, which is now receiving the finishing touches, is a credit to the financial institution by which it was erected. The lower storey is built of beautiful brown stone, and the upper storeys of pressed brick. Both the interior and the exterior are profusely decorated, and the building adds materially to the appearance of the town.

The bank will take possession of its offices in a few days.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO, Worcester, Mass.** Catalogue on application.

STARRETT'S



FINE TOOLS

98 Page Catalogue Free.

THE L. S. STARRETT CO. Box 5

ATHOL, MASS., U.S.A.

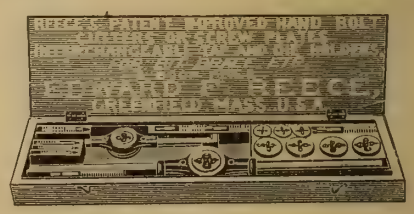
COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.



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Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.

MARION & MARION, EXPERTS, Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively.

Mention this paper.

Toronto Plate Glass Importing Co.

WHOLESALE IMPORTERS OF

BUGLE BRAND WINDOW GLASS

135 and 137 VICTORIA STREET, TORONTO.

PLATE GLASS, BENT GLASS, BEVELLED GLASS AND MIRRORS

ALL KINDS OF FANCY, SAND CUT, STAINED AND LEADED ART GLASS

. . . PANE PRICE LIST OF WINDOW GLASS . . .

Sizes.	4ths. 16 oz.	3rds. 21 oz.	3rds. 26 oz.	3rds. 32 oz.
7 x 9	.03	.05	.08	.11
8 x10	.04	.07	.11	.13
12	.05	.08	.13	.17
9 x12	.06	.09	.15	.19
10 x12	.07	.10	.17	.21
14	.08	.11	.20	.25
16	.09	.14	.29	.35
18	.19	.15	.32	.38
20	.11	.17	.35	.43
22	.12	.19	.39	.48
24	.13	.20	.42	.50
26	.14	.22	.46	.55
28	.15	.24	.50	.60
30	.18	.25	.53	.63
32	.18	.30	57	.72
34	.19	32	.61	.78
36	.20	.33	.63	.80
38	.22	35	.67	.86
40	.23	.37	.71	.91
12 x14	.09	.14	.30	.35
16	.10	.16	.34	.40
18	.12	.18	.38	.45
20	.13	.20	.42	.50
22	.14	.22	.46	.55
24	.16	.24	.50	.60
26	.17	.26	.55	.65
28	.19	.28	.59	.70
30	.20	.33	.63	.80
32	.22	.35	.67	.86
34	.23	.37	.71	.91
36	.24	.39	.75	.96
38	.26	.42	.80	1.02
40	.27	.47	.87	1.10
14 x16	.12	.19	.39	.48
18	.14	.21	.44	.53
20	.16	.24	.50	.60
22	.17	.26	.55	.65
24	.19	.28	.59	.70
26	.20	.31	.65	.78
28	.22	.36	.69	.88
30	.24	.38	.73	.94
32	.26	.42	.80	1.02
34	.27	.44	.84	1 07
36	.28	.46	.88	1.12
38	.30	.53	.98	1.24
40	.32	.55	1.02	1.30
42	.33	.58	1.07	1.35
44	.39	.61	1.13	1.43
46	.41	.63	1.17	1.49
48	.42	.70	1.26	1.59
50	.45	.74	1 33	1.68
52	..	.77	1 38	1.73
54	...	.79	1.42	1.79
56	...	.33	1.49	1.87
15 x16	.13	.20	.42	.50
18	.15	.23	.48	.58
20	.17	.25	.53	.63
22	.19	.28	.59	.70
24	.20	.30	.63	.75
26	.22	.36	.69	.88
28	.24	.38	.73	.94
30	.26	.42	.80	1.00
32	.27	.44	.84	1.07
34	.29	.47	.89	1 15
36	.30	.53	.98	1.24
38	.32	.56	1.04	1.32
40	.34	.59	1.09	1.38
42	.40	.67	1.15	1.46
44	.42	.69	1.20	1.52
46	.44	.73	1.31	1.65
48	.45	.75	1.35	1.70
50	.48	.79	1.42	1.79
16 x18	.16	.24	.50	.60
20	.18	.27	.56	.68
22	.20	.30	.63	.75
24	.21	.32	.67	.80
26	.23	.38	.73	.94
28	.26	.42	.80	1.02
30	.27	.44	.84	1.07
32	.29	.47	89	1.15
34	.30	.49	.94	1.20
36	.32	.56	1.06	1.32
38	.34	.60	1.11	1.41
40	.36	.63	1.17	1.49
42	.42	.70	1.22	1.54
44	.45	.74	1.28	1.63
46	.47	.78	1.40	1.76
48	.48	.80	1.44	1.82
50	.51	.83	1.51	1.90
52	....	.88	1.58	2.00
54	....	.90	1.62	2.04
56	....	1.00	1.75	2.19
58	....	1.04	1 82	2.28
60	....	1 07	1.87	2.34

Sizes.	4ths. 16 oz.	3rds. 21 oz.	3rds. 26 oz.	3rds. 32 oz.
16 x62	....	1.25	2.08	2 56
64	....	1.29	2.15	2.66
66	....	2.00	2.80	3.30
68	...	2.05	2.90	3.45
70	....	2.15	3.00	3.55
72	.	2.80	3.60	....
74	...	2.90	3.75	....
18 x20	.20	.30	.63	.75
22	.22	.33	.69	.83
24	.24	.39	.75	.96
26	.26	.43	.82	1.04
28	.28	.46	.88	1.12
30	.30	.49	.94	1.20
32	.32	.52	1.00	1.28
34	.34	.60	1.11	1.41
36	.36	.63	1.17	1.49
38	.38	.67	1.24	1.57
40	.40	.70	1.30	1 65
42	.48	.79	1.37	1.74
44	.50	.83	1.49	1.87
46	.52	.87	1.55	1.96
48	54	.90	1.62	2 04
50	.57	.94	1.69	2.13
52	....	.98	1.76	2.21
54	....	1.08	1.89	2.35
56	....	1.12	1.96	2.45
58	...	1.16	2.03	2 54
60	....	1.20	2.10	2.63
62	....	1.40	2.33	2 87
64	....	2.20	3 05	3.60
66	....	2.25	3 15	3.75
68	...	2.30	3.25	3 85
70		2.40	3.35	3.95
72	..	3.15	4.05	....
20 x22	.25	.41	.78	.99
24	.27	.44	.84	1.08
26	.30	.48	.92	1.18
28	.32	.51	.98	1.26
32	.36	.63	1.17	1.49
34	.38	.67	1.24	1.57
36	.40	.70	1.30	1.65
38	.43	.75	1.39	1 76
40	.45	.79	1.46	1.85
42	.53	.88	1.58	2.00
44	.56	.93	1.65	2.10
46	.58	.97	1 74	2.19
48	.60	1.00	1.80	2.27
50	.63	1.05	1.89	2.38
52	....	1.16	2 03	2.54
54	....	1.20	2.10	2.63
56	....	1.26	2.20	2.75
58	....	1.30	2.27	2.83
60	....	1.34	2.34	2.92
62	....	1.91	3.04	3.64
64	....	2.45	3.40	4.05
66	....	2.50	3.50	4.15
68	....	2 60	3.60	4 30
70	....	2.65	3 70	4.35
72	....	3.50	4.50	....
74	....	3.65	4.65	....
76	....	4.25	5.30	....
78	...	4.35	5.45	....
80	....	4.50	5.60	...
22 x24	.30	.48	.92	1.18
26	.32	.52	1.00	1.28
28	.35	.57	1.07	1.39
30	.37	.65	1.20	1.52
32	40	.69	1 28	1.63
34	.43	.74	1.37	1.74
36	.44	.77	1.43	1.82
38	.47	.82	1.52	1.93
40	.56	.93	1.65	2.10
42	.58	.97	1.74	2.19
44	.60	1.00	1.82	2.30
46	.64	1.07	1.92	2.41
48	.66	1.10	1.98	2.50
50	.77	1.23	2.15	2.69
52	....	1.28	2.24	2.80
54	....	1.32	2.31	2.89
56	....	1.38	2.41	3 01
58	....	1.43	2 50	3.12
60	....	1.65	2.75	3.40
62	....	2.09	3.33	3.99
64	....	2.70	3.75	4 45
66	....	2 75	3.85	4.55
68	....	2.85	3.95	4.70
70	...	2.90	4.10	4.85
72	....	3.85	4.95	....
74	...	4.00	5.10	....
80	....	4.90	6 20	....
24 x26	.35	.57	1.07	1.39
28	.38	.66	1.22	1.54
30	.40	.70	1.30	1.65
32	.43	.75	1.39	1.76

Sizes.	4ths. 16 oz.	3rds. 21 oz.	3rds. 26 oz.	3rds. 32 oz.
24 x34	.46	.80	1.48	1.87
36	.48	.84	1.56	1 98
38	.57	.95	1.71	2.16
40	.60	1 00	1.80	2.27
42	.63	1 05	1.89	2 38
44	.66	1.10	1.98	2 50
46	.69	1.15	2.07	2.62
48	.72	1.28	2.24	2.80
50	.84	1.34	2.31	2.92
52	...	1.39	2.43	3.04
54	...	1.44	2.52	3.15
56	...	1.50	2 62	3 27
58	....	1.74	2.90	3.58
60	....	1.80	3.00	3.70
62	..	2.80	3.95	4.65
64	...	2 90	4.10	4.80
66	...	3.00	4.20	4 95
68	...	3.10	4.30	5.10
70	...	3.15	4.45	5.25
72	...	4.20	5.40	....
74	...	4.35	5.55	....
76	...	5.10	6.35	....
78	...	5.20	6.50	....
80	...	5.35	6 70	...
26 x28	.41	.72	1.33	1.68
30	.44	.76	1 41	1.79
32	.47	.82	1.52	1.93
34	.50	.87	1.61	2.04
36	.59	.98	1.76	2.21

Wholesale Current Box Price.

Per 100 Feet.

United inches.	Star.	Double Diam'd
To 25	2.60	....
26 to 40	2.90	4.20
41 to 50	3.30	4.50
51 to 60	3.60	5.00
61 to 70	3.90	5.50
71 to 80	4.30	6.25
81 to 85	4.80	7.00
86 to 90	....	8.00
91 to 95	....	9.00
96 to 100	....	10.50

26 x38	.63	1 04	1 87	2 36
40	.66	1.09	1.96	2.47
42	.69	1.14	2.05	2.58
44	.72	1.20	2.16	2.72
46	.75	1.34	2.34	2.92
48	.78	1.39	2.43	3.04
50	.91	1.46	2.55	3.18
52	.	1.51	2 64	3.30
54	....	1.56	2.73	3.41
56	....	1.83	3.05	3.77
58	...	1 89	3.15	3.89
60	.	2.39	3.80	4.55
62	....	3.05	4.30	5 05
64	...	3.15	4.40	5.25
66	...	3.25	4 55	5.40
68	...	3.35	4 65	5.55
70	...	3 80	5.10	6.35
72	...	4.55	5.85	....
74	....	4.70	6.05	....
76	.	5.50	6.90	...
78	....	5.65	7.05	....
80	...	5.80	7.25	....
28 x30	.47	.82	1.52	1.93
32	.50	.88	1.63	2.07
34	.60	1.00	1.80	2 25
36	.63	1.05	1 89	2.38
38	.67	1.12	2.01	2.53
40	.71	1.18	2.12	2 67
42	.74	1.23	2.21	2.78
44	.78	1.38	2.41	3.01
46	.81	1.44	2.52	3.15
48	.84	1.50	2.62	3.27

Sizes.	4ths. 16 oz.	3rds. 21 oz.	3rds. 26 oz.	3rds. 32 oz.
50	.98	1.56	2 73	3.41
52	...	1.63	2.85	3.56
54	...	1 89	3.15	3.89
56	..	1.96	3.27	4.03
58	....	2 50	3.97	4.76
60	....	2 57	4.09	4 90
62	..	3 30	4.60	5.45
64	....	3.40	4.75	5.65
66	....	3 50	4.90	5.80
68	....	4.00	5.30	6.65
70	....	4.10	5.45	6.80
72	....	4.90	6.30	...
74	....	5.05	6.50	...
76	....	5.95	7.45	....
78	....	6.10	7 60	....
80	....	6.25	7.80	...
30 x32	.60	1.00	1.80	2.27
34	.61	1.07	1 92	2.41
36	.68	1.15	2.03	2.55
38	.72	1.19	2.14	2.70
40	.75	1.25	2.25	2.80
42	.79	1.40	2.45	3.05
44	.83	1.46	2.57	3.21
46	.87	1.54	2 69	3.36
48	.90	1.60	2.80	3.50
50	1.05	1.67	2 92	3.65
52	.	1.95	3.25	4.01
54	....	2.03	3.38	4.17
56	....	2 77	4.09	4 90
58	...	2 66	4.23	5 08
60		2.75	4 38	5.25
62	....	3.55	4 90	5.85
64	....	3.60	5.10	6.00
66	....	4.15	5.50	6.90
68	....	4.25	5.70	7.10
70	....	4 40	5 85	7.30
72	....	5 25	6.75	....
74	....	5.40	6.95	....
76	....	6 35	7.95	...
78	....	6.50	8.15	....
80	....	6.70	8.35	....
32 x34	.69	1.14	2.05	2.58
36	.72	1.20	2.16	2 72
38	.77	1.28	2.30	2.89
40	.81	1.43	2.50	3.13
42	.84	1.50	2.62	3.27
44	.89	1.58	2.76	3 45
46	.93	1.64	2 87	3.58
48	.96	1.72	3.00	3.74
50	1.23	2.01	3.35	4.11
52	....	2.09	3 48	4.29
54	...	2.64	4 20	5.04
56	....	2.75	4.38	5.25
58	....	2 85	4.53	5.43
60	....	3.60	5.10	6.00
62	....	3.75	5.25	6.25
64	....	4.30	5.70	7.15
66	....	4.40	5.90	7.35
68	....	4.55	6.05	7.60
70	....	5.45	7.00	9.35
72	...	5.60	7.20	....
74	....	6.30	7.95	....
76	....	6.80	8.50	....
78	....	6.95	8.65	....
80	....	7.15	8.95	....
34 x36	.77	1.28	2.30	2.89
38	.81	1.44	2.52	3.15
40	.86	1.52	2.66	3.33
42	.90	1.59	2.78	3.48
44	.95	1.67	2.93	3.65
46	1.00	1.75	3.06	3.80
48	1.25	2 04	3.40	4.20
50	1 31	2.13	3.55	4.38
52	....	2 72	4.32	5.18
54	....	2.81	4.45	5.36
56	....	2.92	4.64	5.57
58	....	3.70	5.25	6.20
60	....	3.85	5.40	6.40
62	...	4.40	5.90	7.35
64	....	4.55	6 05	7.60
66	....	4.70	6.25	7.80
68	....	5 65	7.25	9.65
70	....	5.80	7.50	9.95
72	....	6.50	8.20	....
74	....	6.65	8.40	....
76	....	7.20	9.00	...
78	....	7.40	9.25	....
80	....	7.60	9.50	....
36 x42	.95	1.68	2.94	3.68
44	1.09	1.76	3.08	3.85
46	1.27	2.07	3.45	4.26
48	1.32	2.16	3.60	4.44
50	..	2.75	4 38	5.25
52	....	2.86	4.55	5.46

Sizes.	4ths. 16 oz.	3rds. 21 oz.	3rds. 26 oz.	3rds. 32 oz.
36 x54	....	2.97	4.73	5.67
56	...	3.80	5.35	6.30
58	...	3.95	5.55	6.55
60	....	4.50	6.00	7 50
62	...	4.65	6.20	7 75
64	....	4.80	6.40	8.00
66	....	5.80	7.45	9.90
68	....	5.95	7.65	10.20
70	....	6.65	8.40	10.50
72	....	6.85	8.65	....
74	....	7.05	8.90	....
76	....	7.60	9.50	....
78	....	7.80	9.75	....
80	....	8.00	10.00	....
38 x42	1.00	1.78	3.11	3.88
44	1.20	2.10	3.50	4.32
46	1.31	2.19	3.65	4.51
48	....	2.79	4.44	5.32
50	....	2.92	4.64	5.57
52	....	3.03	4.81	5.78
54	....	3.85	5.45	6.45
56	....	4.00	5.65	6.70
58	...	4.60	6.15	7.70
60	....	4.75	6.35	7.95
62	....	4.95	6.55	8.20
64	....	5.90	7.60	10.15
66	....	6.10	7.85	10 45
68	....	6.85	8.65	10.80
70	....	7.05	8.90	11.10
72	....	7.25	9.15	....
74	....	7.85	9.80	....
76	....	8.05	10.05	....
78	..	8.25	10.30	....
80	....	8.50	10.60	....
40 x44	....	2.72	4.29	5.15
46	....	2.81	4.50	5.39
48	....	2.94	4.67	5.60
50	....	3.07	4.88	5.85
52	....	3.95	5.55	6.55
54	....	4.05	5.70	6.75
56	....	4.70	6.25	7.80
58	....	4.85	6.45	8.10
60	....	5.00	6.70	8.35
62	....	6.05	7.80	10.35
64	....	6.25	8.05	10.70
66	....	7.00	8 80	11.00
68	....	7.20	9.10	11.35
70	....	7.45	9.40	11.70
72	....	8.00	10.00	....
74	....	8.25	10.30	...
76	....	8.50	10.60	....
78	....	8.70	10 85	....
42 x44	....	2.81	4.50	5 39
46	....	2.96	4.70	5.64
48	....	3.08	4.90	5.88
50	....	4.40	5.85	7.30
52	....	4 55	6.10	7.60
54	....	4.75	6.30	7.90
56	....	4.90	6.55	8.20
58	....	5.10	6.80	8.50
60	....	6.15	7.90	10.50
62	....	6.35	8.15	10.85
64	....	7.10	9.00	11.20
66	....	7.35	9.25	11.55
68	....	7 55	9.55	11.90
70	....	8.20	10.25	....
72	....	8.40	10.50	...
44 x48	....	4.40	5 90	7.35
50	....	4.60	6.15	7.70
52	....	4.80	6.40	8.00
54	....	4.95	6.60	8.25
56	....	5.15	6.85	8.60
58	....	6.20	8.00	10.65
60	....	6.45	8.25	11.00
62	....	7.25	9.15	....
64	....	7.45	9.40	....
66	....	7.70	9.70	....
68	....	8.35	10.45	....
70	....	8.60	10.75	....
46 x50	....	6.40	8.00	....
52	....	6.70	8 35	....
54	....	6.90	8.65	....
56	....	7.15	9.00	....
58	....	7.45	9.30	....
60	....	7 75	9.60	....
62	....	7.95	9.95	....
64	....	8.20	10.25	....
66	....	8.45	10.60	....
48 x 50	....	6.70	8.35	...
52	....	6.95	8.70	....
54	....	7.20	9.00	....
56	....	7.50	9.35	....
58	....	7.75	9.70	....
60	....	8.00	10.00	....

NOT ACCOUNTABLE FOR BREAKAGE IN TRANSIT.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 7, 1897.

HARDWARE.

THERE has been a pretty general upheaval in prices on domestic manufactured iron material as a consequence of the tariff changes, and the fact has, of course, interfered with business to a considerable extent, the week on the whole being unsettled, and still remains so Barbed wire has been reduced 25 to 30c., and still remains unsettled. while the fact that it and plain wire, in fact all lines, are sold on an open market, creates a feeling of uncertainty in buyers' minds. The basis on wire nails has been altered from a discount to a nett price, discounts on tacks and some lines of bolts have been reduced, and, in a word, a general feeling of uncertainty prevails.

BARBED WIRE—Home makers have marked down prices 25 to 30c., but the market is still unsettled at the decline. The basis now is $2.60 per 100 lbs. f.o.b. Montreal for Quebec, and $2.50 f.o.b. Toronto, Hamilton and London for Ontario, with the terms of delivery as before

ORDINARY FENCE WIRE—There has been no change in the discount on this, but there is no agreement regarding any particular scale, makers having revoked it for the present. Discounts: 25 per cent. off the list 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—The same applies to coppered spring, tinners' coppered iron, etc., which remains at 25 per cent. nominally, but sellers are not bound to observe any fixed basis.

WIRE NAILS—Radical changes in these have resulted as a consequence of the new tariff, the alterations being equivalent to a radical decline. Not only are they sold on a nett basis now, but the agreement to observe a fixed price is withdrawn in their case, as in others. The base price on C.L. is $2, and L.C.L., $2.10 The full list is given in our editorial columns.

CUT NAILS—There has been no change in these, the base price remaining at $2.15 f.o.b. Montreal, but makers are no longer bound by the agreement.

HORSE NAILS—Quiet and steady with discounts 50 per cent.

HORSESHOES—No change, demand being moderate. We quote f.o.b., Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS—There is a fair demand for screws. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

TACKS—Discounts on tacks are reduced all round, as noted elsewhere.

BRASS AND COPPER WIRE—A fair call for this is noted. Discounts range from 10 to 12½ per cent.

BOLTS—There has been a decline in some of the bolt discounts, as noted herewith. Demand is fair and the figures are: Common bolts, 3-16, ¼ and 5-16, 70 per cent.; ditto, ⅜, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 70 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS—Are not altered as yet, but the feeling is unsettled. Discounts are: Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—This market has exhibited no further change since last week, demand ruling quiet at the decline. We quote: Sisal, 5¼ to 5½c. for 7-16 and upwards, and manilla, 6¾ to 7c. for 7-16 and upwards, and 7 to 7¾c. for smaller sizes.

CHURNS AND WRINGERS—Business in these is quiet, and the basis remains the same.

SPADES AND SHOVELS—The feeling in these is somewhat unsettled, but no changes are announced here.

TOOLS—Harvesting tools have a lower tendency, but are not quotably changed yet. Demand is somewhat interfered with by this fact.

AXES—Are purely nominal; sellers are not disposed to quote.

BUILDING PAPER—Continues as last noted. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—Demand quiet and discounts the same.

HINGES—The range is from $2.50 to $3.60, with a fair enquiry.

CUTLERY—Quite a few orders for cutlery have been received this week.

WIRE SCREENS—In fair jobbing enquiry.

SPORTING GOODS—Ammunition and firearms are receiving sufficient attention on the whole.

CEMENT—Business is quiet for forward delivery. We quote ex wharf on this account: English, $1.95 to $2.05, and Belgian, $1.85 to $1.95.

Blue Flame Oil Cooking Stoves

2 AND 3 BURNERS

POWERFUL HEAT AT SMALL COST

Steel frames and top that cannot break. Burners made of brass, with simple and effective wicking device.

Patent wick regulator, which prevents wick being turned too high or too low.

Large oil tank at back connected to burner with small tube, preventing oil becoming heated.

No perforated plates or braces to retain char or soakage from burner; **preventing odor.**

One burner boils one quart of water in 4 minutes.

ORDER A SAMPLE STOVE

. . One sold will quickly sell others . .

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

1897 IMPROVED 1897

STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.

Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
HAMILTON, ONT.
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Portland Cement

English, Belgian, German,
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Calcined Plaster

F-FF-FFF or Dental Rock Wall and
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BRILLIANT
FRENCH
PLATE GLASS

THE BEST AND PRICES THE LOWEST
AT THE
Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO, MONTREAL, LONDON, OTTAWA

FISHING TACKLE

Our stock is most complete in
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Consisting of
Fishing Tackle, Lacrosses, Footballs, Boxing Gloves, Punching Bags, Baseball Goods, Camp Sets, Folding Furniture, Hammocks, etc., etc.

Send for Catalogue B.

The Wightman Sporting Goods Co.
403 St. Paul St.
MONTREAL

FIREBRICKS — Very little doing with prices steady at $17.50 to $22.50.

METALS.

The tone of the heavy iron and metal market is steady, and prices show no change. The better business already noted has been fully maintained.

PIG IRON — Several lots of pig iron have been taken. We quote as follows: Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50; Summerlee, $20; Carron, $20; Ayrsome, No. 1, $19; Eglinton $18, and Carnbro', $18.

BAR IRON—Prices on bar iron are somewhat unsettled, but $1.45 seems to be a fair basis to quote.

BAND IRON — Band iron continues unchanged at $1.75.

HOOP IRON—A few lots have been moving, while prices are steady on the basis of $2.25.

SHEET STEEL—Quiet and unchanged at $2.60 to $2.70.

SHEET IRON—A small but steady enquiry is noted at $2.50.

GALVANIZED IRON—Continues the same at $4.50 to $5.50, as to grade, with a fair enquiry.

TINNED IRON—Business quiet with prices unchanged at $5.50 up to 20 gauge.

LEAD PIPE—Prices steady at 7 to 7½c., and business has been rather better this week. Discounts, 30 and 5 off.

PIG LEAD—Values have a firm tendency on pig lead in consequence of the American tarift changes. We quote $3.25 to $3.50.

INGOT TIN—Without change, at 16 to 16½c., with demand fair.

INGOT COPPER—Some demand is noted for copper and prices are steady at 12 to 13c.

IRON PIPE—Continues the same. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—There is no change in these, but values have an easy tendency at $2.50 to $2.60. Enquiry is very light.

TERNE PLATES—Steady at the decline, $6 to $6.25, with very little doing.

TIN PLATE — Business quiet on the whole. We quote: Coke, I.C., $3 to $3.20; charcoal, I.C., Allaway, $3.25; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X,, $4.50.

BOILER PLATE—Demand light and prices the same at $1.90 to $2.

SOLDER Ranges from 12 to 13c. under a moderate demand.

SHEET ZINC—Firm and unchanged, at $5 to $5.25.

SPELTER—Continues the same, at $4.50 to $4.75.

ANTIMONY—Unchanged at 10c.

SCRAP IRON—Nominal in the absence of business.

GLASS.

The glass market remains unchanged. We quote: First break, $1.35, and second, $1.50 per 50 feet; third break, $3.30 per 100 feet.

BABBIT

Small or Large Quantities
Every Quality
HARRIS
Headquarters for Mixed Metals

W. G. HARRIS
25-31 William St. - Toronto
TELEPHONE 1729

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

Hardware and Ship Chandlery Business.
FOR SALE

TENDERS for the stock-in-trade and good-will of the Hardware and Ship Chandlery business of the late William Dimock will be received up to Tuesday, the 18th day of May next, at twelve o'clock noon. The store is admirably situated, and the business has been established for upwards of forty-eight years, and will be sold as a going concern from the first of May next.

This is a rare chance to purchase a prosperous and desirable business. The highest or any tender not necessarily accepted.

S. ELLEN DIMOCK,
Executrix.

Windsor, Nova Scotia,
April 26, 1897.

OUR PATENTED

Textilene and Rubber Lining adds fully 100 per cent. to the wearing qualities of our NAPOLEON and MONARCH Rawhide

WHIPS

And keeps them straight. Send sample order. Prices moderate. Whips of every description at lowest prices.

Hamilton Whip Co.
119, 121, 123 Mary Street,
HAMILTON, ONT.

PAINTS AND OILS.

The activity reported last week still continues, and makers are well filled with orders for all the leading descriptions of goods. The west-going steamers being now berthed tends considerably to the bulk of the shipments for the week. Some staples are low in stock, but this is only temporary, as several ocean steamers are now in port and others are arriving daily. Quotations all over may be accepted as last reported.

WHITE LEAD—Steady. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—To arrive steady at 3¾c. in casks, 4c. in kegs, and No. 1, ¼c. less.

LIQUID PAINTS—Demand fair and prices steady.

PUTTY—Good demand at $1.70 in bulk, and $1.85 in the bladder.

SHELLAC—Unchanged at 25c. for pale orange

PARIS GREEN—Quiet: Barrels, 13½c.; drums, 14c., and pound packets, 15c.

DRY COLORS—In good demand.

WHITING—Continues scarce and very firm.

LINSEED OIL—Dull: Raw, 43c.; boiled, 46c.; 5-barrel lots 1c. per gallon less.

TURPENTINE—Continues the same: 44c. in single barrels and 43c. 5-barrel lots.

VARNISHES—Fairly brisk at current prices.

SEAL OIL—Steady and unchanged at 48 to 49c.

NAVAL STORES—As before. We quote as follows: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

ASHES.

There has been no change. We quote: First pots, $3.30 to $3.35, and seconds, $3 to $3.05. Pearls are nominally quoted at $4.50.

PETROLEUM.

Canadian petroleum has declined ½c. to 14½c. car lots and 15½c. for smaller quantities. American has declined 1c.; prime white 17c. in car lots; water white, 18½c., and astral, 20½c.; smaller lots 1c. advance on these figares.

TRADE NOTES.

A new discount list was issued on tacks Tuesday last.

Wire nails are now sold net and not on a discount basis.

Bolt discounts have been advanced in some cases 10 per cent.

There has been a decline of ½c. in Canadian and 1c. in American petroleum.

All lines of domestic made iron, Montreal, are now sold on an open market, there being no agreement as to a fixed scale.

CHANGE IN A BRIDGEWATER FIRM.

On the 20th ult., Mr. F. Waterman, hardware merchant, of Bridgewater, N.S., admitted Mr. Wm. O. Bates a partner in his business. The firm in future will be known as Waterman & Bates.

ONTARIO MARKETS.

TORONTO, May 7, 1897.

HARDWARE.

BUSINESS in heavy hardware is almost at a standstill this week, owing to the difficulty of fixing a basis for prices, pending the final decision of the Government in regard to the duty on certain staple lines which they are being importuned to change. As noted elsewhere, barb wire, ordinary fence wire, wire nails, some lines of bolts, are all lower in price to meet the new conditions of the tariff. As we go to press, meetings are being held by the cut nail and bolt makers. Trade continues good in spades and shovels and in harvest tools. Building paper shows increased activity. Screen doors and windows are moving out freely. In fact, all seasonable lines are in fair request. Payments are, on the whole, fair.

BARB WIRE, ETC.—The price on barb wire and staples has been reduced to $2.50 per 100 lbs. Ontario and $2.60 Quebec, with terms and deliveries as before. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE—The price of oiled and oiled and annealed has been reduced, the discount now being 27½ per cent. instead of 25 per cent. as formerly. The price of galvanized is at the moment somewhat uncertain, but as the wire manufacturers are holding a meeting to-day it is probable the quotations will be settled by the time this issue is in the hands of our readers. Discounts, 25 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—The discount is the same as ordinary fence wire, and in addition to the change in the discount it has also been decided to prepay the freight on 1,000 lbs. lots to points where the rate does not exceed 25c. per 100 lbs. We quote: Tinners', coppered iron, and coppered spring, discount 25 per cent. f.o.b. Toronto, Montreal, Hamilton and London.

WIRE NAILS—In order to meet American competition, prices have been reduced and sales are made at net figures. The quotations are based on the Pittsburg price. The price f.o.b. Toronto, Hamilton and London is $1.94 on carload lots and $2.04 for less quantities. To country points the price will be f.o.b. Pittsburg, duty and freight added.

CUT NAILS—The makers are meeting to-day. What they will do is not at the time of writing known. The quotation of $2.25 base in the meantime therefore obtains.

HORSE NAILS—Still quiet at the discount of 50 per cent.

HORSESHOES—Dull. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—These are another of the articles in which the trade is groping in the dark in regard to the price thereof. The nominal discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flath ead brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—Trade is moderate. Discounts, 10 to 12½ per cent.

BOLTS—It will be noticed from the following quotations that a reduction has been made in the price of common bolts, machine bolts and coach screws. Discounts are: Common bolts, 3-16, ¼, ⅜ and 5-16, 70 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 70 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS—Business is moderate. Discount, 17½ per cent.

RIVETS AND BURRS—There is not much doing. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—Shipments have been light this week in spite of the reduction in price. We quote: Sisal, 7-16 in. and larger, 5¼c.; ¼ and 5-16 in., 6¼c.; ⅜ in., 5¾c.; 3-16 in., 6¾c. Manilla, 7-16 in. and larger, 6⅞c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅞c.; 3-16 in., 8⅜c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Very little doing. Discounts: 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Quiet. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—Business continues active, and the demand appears to have turned more to the better grades than for some time. Discount, 45 per cent.

HARVEST TOOLS—Trade is brisk and discount unchanged at 60 and 10 per cent.

BUILDING PAPER—An increased demand at unchanged prices is to be noted. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Trade is quiet. We quote: Standard, 45, 10, 10 and 10 per

cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—Business in both granite and enamelled ware continues fairly active.

HINGES—Business has been fair both in ordinary T and strap and barn door hinges. We quote: Screw hook and hinge, 6 to 10 inch, $3.40 to $3.50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—There are a few pocket-knives going out, but the cutlery trade is, on the whole, quiet.

SPORTING GOODS — A few odd lots of guns and rifles have been sold during the week, but the sporting goods trade generally is dull.

SCREEN DOORS AND WINDOWS — Are moving freely.

POULTRY NETTING — The improvement noted a week ago has been maintained. Discount, 67½ per cent.

GREEN WIRE CLOTH—Is in good demand at $1.35 per 100 square feet.

GARDEN HOSE—Orders are coming in more freely. We quote: Standard brands, 72½ per cent.; "Competition," or "Trade," 77½ per cent.

CEMENT—There is no change. We quote in car lots: Canadian Portland, $2.50; English do., $2.75; Belgian do., $2.50; Canadian hydraulic cements, $1.10.

METALS.

Outside of galvanized iron, black iron, ingot tin and tin plates, trade is quiet and featureless.

PIG IRON—The market is dull and weak, with the furnace people anxious sellers. Hamilton, Ont., pig iron is quoted at $14.50 at the furnace for No. 1, and $14 for No. 2, in 100 ton lots. Southern iron can be bought at the furnace at $7 per ton, which is about equal to $14.30 Toronto, duty and freight added.

BAR IRON—Dull and weak, with $1.45 to $1.50 as the idea for base price.

HOOP AND BAND IRON — Business has improved a little, if anything, during the week. We quote $2.25.

SHEET STEEL—Trade is only fair and no large transactions are reported. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—Trade shows some improvement. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—The demand shows a decided change for the better. A great many customers still prefer the English iron, although the American appears to be giving general satisfaction. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON—Orders are only small, the demand having fallen off. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—In lead pipe there has been a decided improvement in the demand, but business in traps is only fair. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—A slight improvement is to be noted in the demand. Discounts, 60 and 5 per cent.

PIG LEAD—Trade is fairly active this week, some nice shipments having been made. We quote: 3⅜c. in ton lots and 3½c. in small lots.

INGOT TIN—While not any large shipments have been reported, trade has been fairly satisfactory. We quote: 16¼ to 16½c.

INGOT COPPER—A few nice lots have been disposed of, but in general trade is quiet, at 12⅝c. in large lots, and 12⅞c. in small lots.

SHEATHING COPPER—Trade continues quiet. We quote: Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE—Prices are unsettled. Stocks are low, particularly in small sizes, from 1¼ inch down. Some houses are, however, this week receiving shipments. Prices are likely to be lower, but in the meantime quotations are nominally unchanged. We quote: ¼-inch, 60 and 10 to 65 per cent.; ⅜ to ½-inch, 67½ per cent.; ¾ to 1-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½-inch, 50 per cent.; ¾ to 2-inch, 50 and 5 to 50 and 10 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Business has improved and may now be termed fair. We quote as follows: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES — As far as shipments from stock are concerned there is very little doing; but import orders are being freely booked. We quote: Half-polished, 52 sheets, $2.50; and all-bright, $3.

TIN PLATES—Trade is not quite as good as it was, orders being a great deal smaller. However a fair business is still being done. We quote: Cokes, $3.15 for 14 x 20; do. squares, $3.25 to $3.50; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN— Business is quiet. We quote: ¼ in., 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

SHEET ZINC—The demand has been exceptionally good, quite a number of cask lots having changed hands. We quote: Cask lots, 5¼c.; small lots, 5½c.

TERNE PLATES—The position noted last week has not changed yet. Very little is in stock in Canada, and prices are being firmly held. We quote: I C, $6; I X, $8.

ZINC SPELTER—Quiet. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Trade is good. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

Owing to the change in the duty, prices have declined about 5 to 10c. per 100 lbs. in agricultural scrap, machinery cast, stove cast scrap, and No. 1 wrought scrap. The mills have little or no work, and the foundries are closed. We quote: Agricultural scrap, 40c. per cwt.; machinery cast, 42½c. per cwt.; stove cast scrap, 25c.; No 1 wrought scrap, 40 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

PAINTS AND OILS.

There is very little to chronicle this week as regards paints, oils and varnishes. The satisfactory volume of trade noted in our last report still continues, and goods are now beginning to arrive per the ocean vessels, which will relieve the great scarcity felt in red lead, dry white lead and some of the leading staples. Some houses are complaining of their competitors taking back liquid paints and replacing them with apparently fresh stock. We say "apparently," for most of the stuff is served up afresh under a new label. Where the profit comes in with doing business in this underhand fashion is, as Lord Dundreary would say, "more than a fellah can understand." Whiting and Paris white are in short supply, with slightly higher prices asked by fortunate holders. Sales of liquid paints are keeping up extremely well. Paris green is being enquired for, and a better demand is expected next week. Both turpentine and linseed oil are lower. Stocks of castor oil are a little better, some shipments having arrived.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; Boiled, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE — We quote as follows: 1 to 4 barrels, 44c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

SEAL OIL—Is quoted at 5½ to 6c. and yellow seal at 4¼ to 5c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per b.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

GLASS.

The demand for window glass is a little better. Business is again being done on an open market. Prices, however, rule as before, and it is the general opinion that they will until the heavy spring shipments arrive. We quote window glass: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

PETROLEUM.

Prices are from ½ to 1½c. lower. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

HIDES, SKINS AND WOOL.

HIDES — Are unchanged, with cured quoted at 8 to 8¼c. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c for No. 2. Sheep skins, $1.25 to $1.50. Lambskins, 20c,

WOOL— The market is quiet and price unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 21½c., and extras at 22½ to 23½c.

MARKET NOTES.

Barb wire has been reduced to $2.50 per 100 lbs.

The discount has been increased on ordinary fence and plain wires.

The Ontario Lead & Barb Wire Co. is in receipt of a carload lot of range boilers.

The Ontario Lead & Barb Wire Co. have arriving a carload of iron pipe of from ¼-inch upward.

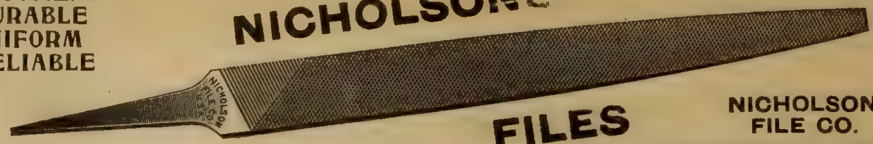
Wire nails have been fixed at the base price of $1.94 and $2.04 per keg f.o.b. Toronto, Hamilton and London.

Mr. Robert Munro, Montreal, managing director of the Canada Paint Co., Ltd., was in Toronto on Wednesday.

The "Faultless" sink is being handled by the Ontario Lead & Barb Wire Co. The sink has no wrinkles in the corners and sells at a moderate price.

EFFICIENT
DURABLE
UNIFORM
RELIABLE

NICHOLSON FILES



NICHOLSON
FILE CO.
Providence, R.I., U.S.A.

MARLIN REPEATERS

Of the Model 1892 are made in 2 calibres, 22 and 32.

The **22 calibre** takes in **one rifle, without any change in adjustment,** the 22 short, 22 long and 22 long rifle cartridges.

The only repeating rifle which will take the 22 long rifle cartridge; far ahead of all other 22 calibre cartridges.

The **32 calibre** takes in one rifle (by merely changing the firing pin) the 32 short and long, rim and center fire cartridges.

The only repeating rifle for cheap ammunition, larger than the 22 calibre

If you wish a rifle for short range work and moderate shooting you should have this 32. You can save the price of rifle in 2,000 shots.

It is the Ammunition that costs.

These rifles are constructed with removable side plate so that you can take the rifle apart to clean without using a single tool. Send for Catalogue to

The MARLIN FIRE ARMS CO., New Haven, Conn.

For Sale by all Jobbers.

H.S. Howland, Sons & Co. are in receipt of letters from a number of customers thanking them for a copy of the catalogue of the "White Mountain" freezer.

A new cheap wire cage rat trap has just been put upon the market by the B. Greening Wire Co. It is made from galvanized cloth and is strong and durable.

The B. Greening Wire Co., Hamilton, have about completed their contract for fire proof wire lathing for the new civic building in Toronto. There were about 10,000 square yards in the contract.

On page 13 of this issue the Toronto Plate Glass Importing Co., 135 and 137 Victoria street, Toronto, have their retail pane price list of window glass, and wholesale current box prices. The trade will find it useful if cut out and pasted in a convenient place for reference when making glass sales.

UNITED STATES MARKET.

NEW YORK, May 7, 1897.

PIG TIN—Further arrivals here along with rather adverse advices from London, caused slight weakness in this market, but the "official" quotations and those based upon bona fide operations in actual tin differed to the extent that the former were seemingly several points too low. In any event, evidence was wanting that lots of five tons or more could have been purchased at less than 13.20c. on dock or ex vessel, while 13.25 to 13.30c. stood as inside rates for such quantities on f.o.b. terms.

COPPER—The situation is much the same as it has been, except that almost definite knowledge of sales at the low prices that have been rumored of late was admitted. This led to lower "official" quotations than could be found elsewhere, but the fact remained that the market is distinctly weak at 11c. for Lake Superior ingot, 10¾ to 10⅞c. for electrolytic, and 10½ to 10¾c. for casting stock. London cables again quoted lower prices for merchant bars, with moderate business.

PIG LEAD—The market remains quite steady at 3.25 to 3.30c. for common Western, with only moderate business and no sign of change in the attitude of buyers or sellers. Both interests to all accounts are moving conservatively.

ST. LOUIS, May 4.—Market quiet, but steady, at 3.02½ to 3.05c. for Missouri and 3 07½ to 3.10c. for desilverized.

SPELTER—Prices are well maintained at 4.10 to 4.20c. for Western, but business continues slow and enquiries here continue light.

ST. LOUIS.—Market firm at 4c.; demand fair.

ANTIMONY—Sales are very fair in a jobbing way and prices remain steady at 7 to 7½c., as to brand.

TIN PLATE—Slightly better demand for small lots was reported in some quarters, but otherwise former reports of small business and unchanged prices were repeated.

IRON AND STEEL—The market throughout continues rather weak, but more business transpires in crude material and some finished products.

WHO BUYS OLD RUBBER?

A subscriber writes: "Could you give me the address of firms that buy old rubber shoes (manufacturers, not dealers) at Buffalo, N.Y.?"

Remarks.—If any of our readers can furnish the desired information, will they kindly address this paper?—THE EDITOR.

SKATES FOR 1897.

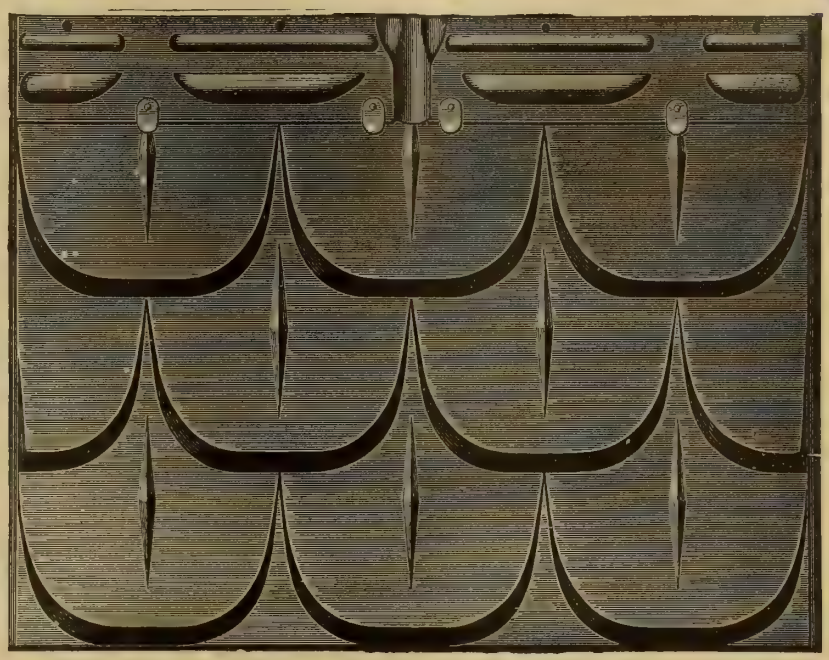
Importers of skates expect an even larger business than last year in these goods as a consequence of the changes in the duties. Lamplough & McNaughton, Montreal, sole agents for Theile & Quack, have now on view handsome samples for the season of 1897. Prices can be had on application.

EASY TO SELL TO APPLY

RETURNED JUL 17 1897

Pedlar's Patent Steel Shingles

Low enough in price to compete with wooden shingles.



Do you know of anyone building a barn or house this season? If so, why not sell them a PEDLAR METAL ROOF?

RETURNED OCT 17 1897

GOOD Agents are a necessity in our business. We offer **Good** inducements to **Good** men.

Rock-Faced Stone Siding

When properly painted and sanded these sidings are not distinguishable from stone.

Manufactured only by

THE PEDLAR METAL ROOFING CO.

Head Office and Works: OSHAWA, ONT.

MANITOBA MARKETS.

WINNIPEG, May 7, 1897.

ALL danger of a flood has passed away, the water is receding rapidly and very soon the river will be at its normal level. Business is very fair, especially along the lines of sporting goods and bicycles. In sporting goods, cricket, tennis, baseball and football goods are all having a brisk sale. Bicycle agents say on all hands they are too busy selling to talk about business. Prices of general hardware remain about the same as last week, but it is expected there will be some change in the course of this week, as there has been a weakening in several lines, which indicates a lower price in the near future.

NAILS—Cut, per keg, base price $2.63 for 60d., with usual extras; common steel wire nails, 3 to 6-inch, $3.10 per keg; 2½-inch, $3.23, with usual extras for smaller sizes.

HORSE NAILS—Pointed and finished, oval heads, list prices are as follows: No. 5, $7.50 per box; No. 6, $6.75; No. 7, $6; No. 8, $5.75; Nos. 9, 10, 11, $5.50. Discount off list prices, 45 per cent.

AXES—Per box, $6 to $9.

WIRE — Galvanized barb wire, plain twisted wire and staples, $2.85 per 100 lbs.

IRON AND STEEL—Bar iron, per 100 lbs., base price $2.25 to $2.50; band iron, per 100 lbs., $2.85 to $3; Swedish iron, per 100 lbs., $5.25 to $6; sleigh shoe steel $3 to $3.25; best cast tool steel, per lb., 9 to 11c.; Russian sheet, per lb., 12 to 13c.

SHEET IRON—10 to 12 gauge, $3; 22 to 24 and 26 gauge, $3.25; 28 gauge, $3.50.

CANADA PLATES — Garth and Blaina, $3.50 per box.

GALVANIZED IRON—American, 20 gauge, $4; 22 and 24 gauge, $4.25; 26 gauge, $4.50; 28 gauge, $4.75 per 100 lbs.

IRON PIPE—60 to 65 per cent. off list.

LEAD—Pig, per lb., 4½c.

SOLDER—Half-and-half (guaranteed), per lb., 14 to 16c.

ROPE—Sisal, 17c.; manilla, 9½c.

HORSESHOES—$4 and $4.25.

SCREWS—Flat heads, 80; round heads, 75.

BOLTS—Carriage bolts, 50 and 10.

HARVEST TOOLS—60 and 10.

BUILDING PAPER—Plain, 60c. per roll; tarred, 75c. per roll.

PAINTS OILS, ETC.

A report from Montreal quotes turpentine firm, linseed oil 1c. lower, white lead firm, putty 5c. lower per 100 lbs., gum shellac 1c. lower. Here prices are unchanged as follows:

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 4c.; Venetian red, barrels, 3c.; less than barrels, 3½c. American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

VARNISHES—No. 1 furniture, per gal., $1; extra furniture, $1.35; pale oak, $1.50; elastic oak, $1.50 to $1.75; No. 1 carriage, $1.50 to $1.75; hard oil finish, $1.50 to $2; brown Japan, $1; gold size, Japan, $1.50; No. 1 orange shellac, $2; pure orange shellac, $2.50.

SUNDRIES—Glue, S.S. in sheets, per lb., 12½ to 15c.; glue, white, for kalsomining, 15 to 18c.; stove gasoline, per case, $4; benzine, per case, $4; benzine and gasoline, per gallon, 50c. Axle grease, Imperial, per case, $2.50; Fraser's axle grease, per case, $3.75; diamond, do., $2.25 per case. Coal tar, per barrel, $8; Portland cement, per barrel, $4; plaster, per barrel, $3.10; plasterers' hair, P. P. 90c. per bale; putty, in bladders, barrel lots, 2½c per lb., for less than barrels, per lb., 2¾c.

WINDOW GLASS—First break is quoted at $1.75 per box of 50 feet, and $2 for second break.

LINSEED OIL—Raw, per gal., 52c.; boiled, per gal, 55c. in barrels; less than barrels, 5c. per gallon extra, with additional charges for cans.

TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c. An additional charge for packages for small quantities.

OILS—Range about as follows: Black oils, 25 to 30c. per gal.; clear machine oils, 33 to 40c.; cylinder oil, 50 to 75c., as to quality; castor oil, 10c. per lb.; lard oil, 70c. per gal.; tanners' or harness oil, 65c.; neatsfoot oil, $1.20; steam refined seal oil, 85c.; pure winter bleached sperm oil, $2 per gal.

REFINED PETROLEUM—Prices here are as follows: Silver Star, 19½c.; Crescent, 22½c.; oleophene, 4½c., in barrels. Car lots, 1c. per gallon less. United States oils in barrels are quoted at 28c. for eocene and 25c. for Sunlight.

BICYCLE TRADE NOTES.

There are at present 40 different wheels being sold in town and the city trade is quite double that of last year. The country trade is good, as every little town now has its agency, and many of these are supplied by the wholesale dealers of Winnipeg. Individual country trade is also considerable, as many people prefer buying direct from the chief agency in the city.

Clubs and individuals are forming a league to try and have a cinder path put down along the line of the sidewalks, and also have a regular cinder run continued for some miles into the country. Petitions are being very largely signed for this purpose, and it is hoped that considerable work along this line will be accomplished this year. Another object for which wheel men and women are uniting forces is in trying to get legislation passed compelling the railway companies to carry wheels as baggage. Dealers are giving all the assistance in their power towards this end.

There is no doubt the bicycles have come to stay here. Last fall Winnipeg had a visit from an evangelist, with more zeal than discretion. He made a most gross and insulting attack on women riding wheels, and many of the timid predicted that this season the women would be afraid to ride. But the women of Winnipeg are too level-headed to pay any attention to such nonsense other than to express their opinion pretty freely on the man who was the author of it. The season had scarcely opened when more women than ever were seen out on wheels and the trade in ladies' bikes is much larger than last year.

METALLIC LATHING.

The wooden lath is doomed, and the metallic lathing is rapidly taking its place in all high-grade buildings, not alone to afford a greater immunity from fire, but with a view of making the walls and partitions stronger and less liable to crack, says Stoves and Hardware Reporter. The trouble with wooden laths is that they are often put on the studdings while still green or, in many cases, wet from exposure to the weather. The drying process comes after and not before they are in place, and, as a result, they are apt to turn and twist, to crack the mortar and weaken the wall. Even if they are thoroughly dry when nailed to the studdings, the moisture in the mortar permeates the wood and may produce the same result. These faults are not found in steel lathing, for obvious reasons, and architects have but little difficulty in inducing builders to substitute it for the old-fashioned and, actually, more expensive wooden lath.

At a meeting of the Stratford (Ont.) Board of Trade held a few days ago the meeting adjourned till May 14 in order to give the members an opportunity of saying whether they wish the board to be continued or not. If Stratford's business men are wise they will answer in the affirmative and then infuse new life into the organization. Stratford can as little afford to be without a board of trade as a man can his right arm.

WANTED.

WANTED — HARDWARE, STOVE AND TINware business; terms cash. A. B. Noble, Shelburne. (22)

Refrigerators

for private use are in good demand just now. Ours are giving satisfaction wherever they are in use. Write for our price lists and discounts.

Eureka Refrigerator Co.
Noble Street,
TORONTO.

A. ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

FRS. SCHOLES, Man. Dir.
J. J. McGILL, Gen. Mgr.

Canadian Rubber Company

OF . .
Montreal
Toronto
and
Winnipeg
Capital, $2,000,000
. . Manufacturers of the . .

Highest Grade Rubber Belting

MADE IN AMERICA.

Specially Adapted for Use in Lumber Mills, Pulp Mills, Etc.

Western Branch: Cor. Front & Yonge Streets, TORONTO
J. H. Walker, Mgr.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

. . . LONDON, ONT.

Dealers and Importers of

Linseed Oil
Spades and Shovels
Harvest Tools
Window Glass
Cut Nails
Wire Nails Binder Twine
Cordage
Chain
White Lead
Building Paper
Galvanized Iron

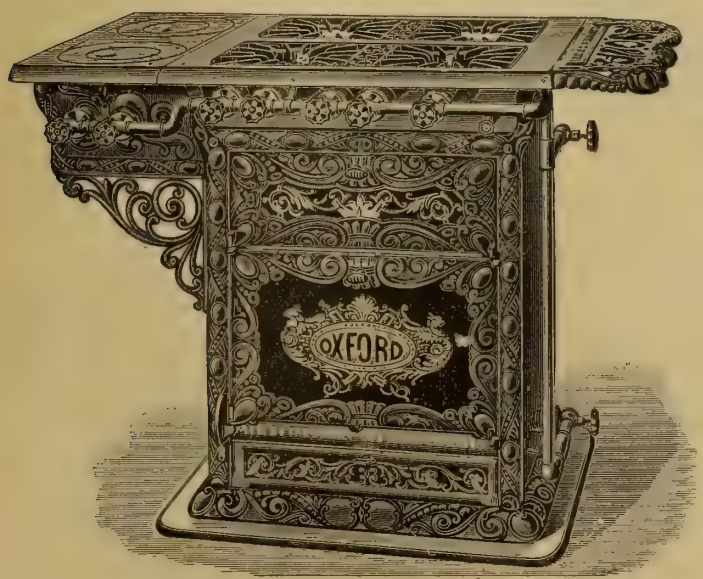
Also full lines of Butler's, Rodgers' and Askham's Cutlery, German and English Razors, Carvers, Pens and Pocket Knives

QUICK SHIPMENT. CLOSE PRICES. LARGE STOCKS

OXFORD GAS STOVES

400 AND 500 SERIES

New and Original Design for Season of 1897. **Every one Sold Helps Sell Another.**



. . . FEATURES . . .

- Largest Oven Made
- Spring-Balanced Drop Oven Door
- Flush Top Surface
- Removable Griddles over each Burner
- Improved, Powerful Cast-Iron Burners
- Automatic Oven Burner Lighter
- Bodies Japanned and Baked Inside and Outside and Asbestos Lined
- Powerful Water Heater
- Drilled or Sawed Burner as Desired
- Perfectly Adjusted Needle Point Valves
- Simmering Burner with each Range

We manufacture this range with Single Oven, Single Oven and Water Heater, Double Oven (one Roasting and Baking Oven, and one Broiling and Toasting Oven), and Double Oven and Water Heater. We are the originators of this style range with **BROILER OVEN ON TOP**, the convenience of which will be at once appreciated.

Roasting and Baking Oven 18x18x12
Broiling and Toasting Oven 18x18x6
A First-class Range. Reasonable in Price.

Send for Illustrated Catalogue and Price List.

The Gurney-Foundry Co. Ltd., - Toronto

We are Sole Agents for Canada for Quick-Meal, Gasoline and Blue-Flame Oil Stoves.

The Gurney-Massey Co. Ltd., Montreal

Plumber and Steam-Fitter

SOME of the master plumbers are expecting soon to see practical results from the large amount of figuring which has been going on recently. The jobbers in plumbers' supplies are experiencing a fairly active and increasing trade, but about the only contract we hear of is one secured by Purdy, Mansell & Mashinter plumbing a dwelling in King street west owned by D. Conboy.

Building permits have been issued by the City Commissioner of Toronto to J. Stoddart for the erection of a pair of semi-detached brick two-storey and attic dwellings, 376-378 Sumach street, to cost $3,500; to Dr. W. Britton, for the erection of a two-storey and attic addition to his dwelling at 17 Isabella street, to cost $1,500; to A. Nelson, for the erection of a pair of semi-detached two-storey and attic dwellings on the west side of St. George street, near Bernard avenue, to cost $7,500; to Mrs. M. A. White, for the erection of three attached brick houses on King street; and a brick addition to hotel at northeast corner of King street and Strachan avenue, to cost $7,000; to H. N. Williams, for the erection of a brick residence on Rusholme road, to cost $3,600.

FAILURE OF JAMES MORRISON BRASS MANUFACTURING CO.

At the meeting of the creditors of the estate of the James Morrison Brass Manufacturing Co. on Wednesday, a composition offer of 20c. on the dollar was submitted, and will, it is expected, be accepted. The statement submitted, it is said, showed that the Traders Bank was interested to the extent of $100,000, secured. The trade liabilities are said to be in the neighborhood of $40,000

The business has been running for about thirty years, and at present is on a paying basis. Mr. Morrison, however, has an enormous load of real estate, a large portion of which is in Mimico. A few weeks ago a writ was issued against him by the Toronto Synod for $19,000 foreclosure of a mortgage. Mr. Morrison has shown himself to be a first-class business man, but hampered with real estate he was unable to meet his obligations in full.

NEW SELF-ADJUSTING PIPE JOINT.

Mr. J. G. Kirtley, of Sunderland, has invented a self-adjusting pipe-joint for drains and sewers, which is a great improvement on the common method of joining up such pipes. The ends of the pipes are so constructed that when brought together there is an annular space which can be filled with any suitable cement. Such a joint, when the cement hardens, is the strongest part of the pipe, and from it leakage of liquid or gas is impossible. The patentee claims for this method of laying pipe drains, uniformity of the alignment or bore, without the use of spun yarn; that the joints can be made without skilled labor, and with economy of cost, the addition to the price of the pipes being more than made up by the saving of labor in jointing. The invention has been favorably reported on by the Sanitary Institute of Great Britain.

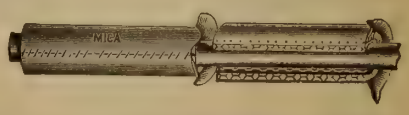
FURNACE CONSTRUCTION.

In answer to several enquiries as to what constitutes a properly constructed furnace, writes "Cæsar" in The Metal Worker, I beg leave to give the following figures: In two previous letters I have called attention to the contracted air chambers of some furnaces that are on the market, and also claimed that this defect was responsible for a great percentage of the complaints of faulty operation, and also a warping of furniture and interior wood work, etc. It gives the furnace business a black eye on the dry air "racket" so o ten used by the victims who have paid for good work and got it; "nit." I had occasion to examine a heater recently that was not doing its duty. Several of the pipes were dead and the balance threw a dry heat that made the rooms they entered almost untenable on account of the extreme dryness. The following are the figures of the measurement of the air space in this furnace. The diameter of the casing was 42 inches and the shell or radiator of the furnace was 34 inches in diameter. The difference in the diameters was 8 inches, one-half being on each side, making a space of 4 inches, which, added to the smaller diameter of 34 inches, gives a mean diameter of 38 inches. By multiplying the mean diameter of 3.1416 we have a distance of 119 inches. This, multiplied by the width of the air space within the casing, 4 inches, gives an area of 476 square inches. This is within the casing of a furnace with a 26-inch fire pot, and exposing 40 square feet of radiating surface, capable of heating 50,000 cubic feet of space when fed with outdoor air.

Now, let us see how near it came to doing the work. It has an area of air space in the casing of 476 square inches, which is equal to 3 3-10 square feet, with a velocity of 5 feet per second, 59,400 cubic feet of air would pass per hour, providing the cold air duct was of the correct size, which in this case, would be not less than 500 square inches. The velocity mentioned is excessive on this job, as the cold air duct has an area of only 154 square inches. This would reduce the number of cubic feet per hour that could pass through the furnace about 3,000 cubic feet. It is evident from these figures that the furnace could not heat this building satisfactorily.

Now, for another phase of the question, and I will leave it. Here we have a furnace capable of filling, with warm air, hot air pipes that would have a combined area of 900 square inches, and we have only 476 square inches of air space in the furnace through which it must pass. Allowing 25 per cent. for the expansion of the air on being heated, we would have an additional 119 square inches to add to the 476 to make a total of 595 square inches. This, deducted from the hot air piping which the furnace should fill, and which is 900 inches, leaves a shortage of 305 square inches, which is equal to about six 8 inch hot air pipes. In the discrepancies here pointed out will be found the cause for many of the troubles which come to the furnaceman. There is one thing which must always be borne in mind and it is that there is always a cause for every effect, and it behooves the furnaceman to use his head on all occasions. I would also say that the furnaceman who goes into the business on the expectation of being carried safely through on the printed general instructions furnished by the sales-

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

. . ISLAND CITY . .

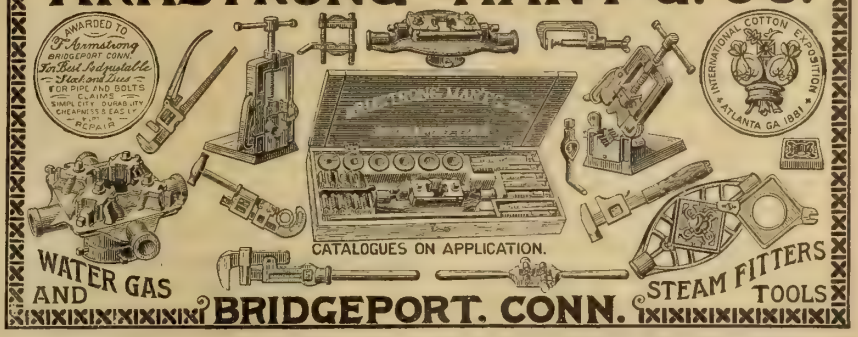
Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

ARMSTRONG MAN'F'G. CO.



CATALOGUES ON APPLICATION.

WATER GAS AND STEAM FITTERS TOOLS

BRIDGEPORT. CONN.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

Assistant Wanted

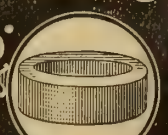
An energetic young man, having a good practical knowledge of Plumbing, Steam-fitting and Gas-fitting to write for that department of HARDWARE AND METAL, and to solicit subscriptions and advertisements. Apply

Managing Editor

MacLean Publishing Co., Montreal

CANFIELD'S MOULDED RUBBER GOODS

RUBBER HEADED NAILS



GLASS GAUGE
GASKETS, RINGS, BUMPERS.
BOILER GASKETS

SMALL RUBBER GOODS

MOULDED RUBBER GOODS

H.O. CANFIELD - BRIDGEPORT, CT.

PLUMBERS' SUPPLIES

The "FAULTLE

"FAULTLESS"

Smooth Corners
No Wrinkles
Best and Cheapest Sink

WRITE FOR PRICES AND DISCOUNT.

Ontario Lead and Barb Wire Co. Ltd., - Toronto

men or the foundry, will find that his name is "Dennis," and the quicker he drops them and goes to work with his brain the better it will be for himself and his customers. The above goes far to prove a former saying of mine that a properly constructed furnace job is nothing more nor less than a mathematical calculation.

WATER HEATERS 2,000 YEARS AGO.

In two of the museums of old Roman antiquities at Naples there are several water heaters, which indicate that the principle of the water tube, the crowning feature of modern boilers, was fully understood and appreciated 2,000 years ago. W. T. Bonner, of Cincinnati, has been investigating these heaters and found them to be as interesting as they are beautiful. One of them consists of an outer shell twelve inches in diameter and nearly seventeen inches high, surrounded by a somewhat hemispherical top, which is ten inches in diameter and twelve inches high. The two shells are connected at the bottom by a rim, like the mud rim of a locomotive fire-box, and the space between them was filled with water. The grate was formed of seven tubes made from sheet bronze, rolled and soldered or brazed. These tubes open at both ends into the bottom of the space between the shells, thus forming a water tube grate for the fuel to rest upon. Charcoal was probably used for this heater and was placed on the grate through an opening 4.8 inches high and 4 inches wide, closed by a beautifully decorated door. The gases from the fire escaped into the outer shell about 5.6 inches above the grate. The whole apparatus was raised about twelve inches on a tripod so as to allow air to reach the fuel. In another boiler of somewhat the same type the outer shell has the form of an urn, while the inner shell rises from a water tube grate to an opening in the side. It is twelve inches in diameter at the widest part, 17.6 inches high, and supported on a tripod about four inches high. Its general shape is much like that of the cream pitchers known as the Paul Revere patterns, although, of course, it is much larger and has a top closed by a lid. It has been suggested that these utensils may have served at some time to heat wine as well as water, which suggestion appears unreasonable, as many historians state that the Pompeiians made great use of hot drinks.

PLUMBING NOTES.

A new post offiee and block is being built in Leamington, Ont.

J. H. Warner & Co., plumbers, Victoria, B.C., have satisfied a chattel mortgage for $500.

St. Jacques & Normand, steam-fitters, Ottawa, have dissolved. Hormidas Normand continues.

The effects of A. E. Bishop, plumber, Montreal, are to be sold. J. C. Campbell and A. E. Bishop have formed a partnership to carry on business as plumbers nnder the style of Bishop & Co.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

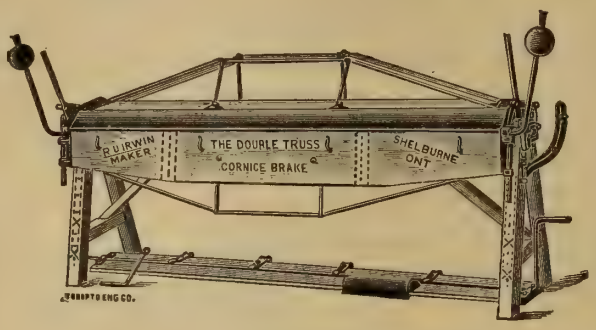
Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

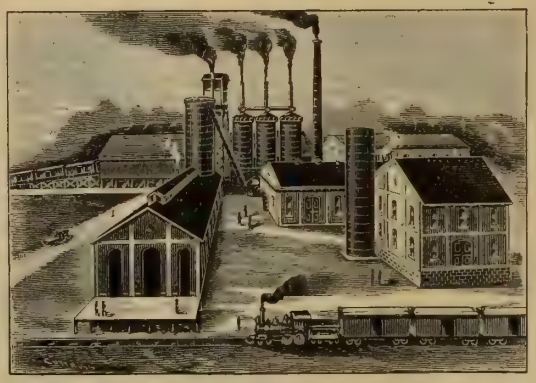
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

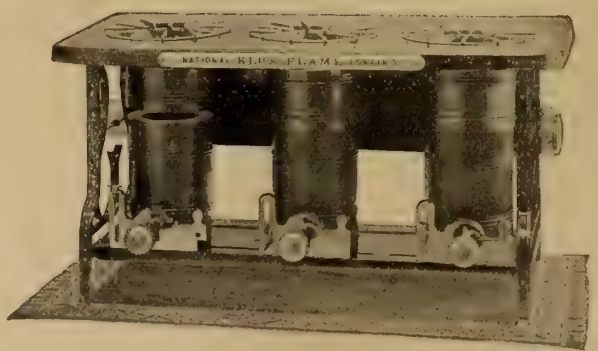
HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

BLUE FLAME OIL COOKS

The NATIONAL



Easiest to sell.
Easiest to operate.
No smell or smoke.
Sell the National and keep your customers.
One sold sells another.

Order a sample stove and be convinced that the **NATIONAL** is the best. . . . .

Write for Catalogue and Discounts.

The **D. MOORE CO.** Ltd., **HAMILTON, ONT**

CANADIAN AGENTS.

Binder Twine

Warranted

PURE
MANILLA

650 ft. to the lb.

BLUE RIBBON **RED CAP**
BLUE CROWN **RED CROWN**
STANDARD **WHITE SISAL**

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOSEPH BOURGEOIS, general merchant, St. Angele de Laval, is arranging with his creditors at one hundred cents on the dollar.

A. Jolicoeur, harness maker, Almonte, has assigned.

E. Blaquire, general store and saw mill, Avignon, Que., has assigned.

W. J. Woodburn, general merchant, Windsor Mills, N.S., has assigned.

L. H. Timmins & Bro., general merchant, Mattawa, are seeking an extension.

G. W. Smiley, hardware, St. Thomas, has assigned to C. B. Armstrong, London.

E. Bernier, general merchant, St. Agathe, has assigned to S. A. D. Bertrand, Winnipeg.

O. Mercier, carriage maker, Repentigny, is offering to compromise at 25c. on the dollar.

John Whyte, general merchant, Drayton; a statement is being prepared for the creditors.

David Craig, general merchant, Watson's Corners, is offering to compromise at 40c. on the dollar.

E. Fauteux, blind manufacturer, Montreal, is offering to compromise at 25c. on the dollar cash.

Lauthier & Co., general merchants, St. Telesphore, Que., have compromised at 40c. on the dollar.

John E. Steacy, agricultural implements, Lansdowne, is offering to compromise at 45c. on the dollar cash.

R. Bunyan & Co., general merchants, North Bay, have assigned in trust to John Ferguson, Toronto, and a meeting of creditors will be held on 17th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Street & Lyons, blacksmiths, Portage la Prairie, Man, have dissolved. Each continues.

Brown & Norton, general merchants, Salmo, B.C., have dissolved. Norton continues.

Peuchen & Co., manufacturers acetic acid and Paris green, Toronto, have dissolved. Peter Clarke retires.

SALES MADE AND PENDING.

A. Ball, blacksmith, Brantford, has sold out to F. P. Hearn.

Robert Ray, blacksmith, Victoria, has been sold out by landlord.

John Kraemer, tinsmith, has been succeeded by G. H. Kraemer.

James Doughty, brushes, Victoria, is advertising that he is selling out.

Lindsay & Jones, paints and oils, Brockville, are retiring from business.

Everson & Hawkins, hardware, Oshawa, are opening a branch at Pontypool.

H. Schultz, blacksmith, Vernon, B.C., has been succeeded by R. W. Timmons.

F. Occomore & Co., hardware, Collingwood, have been succeeded by White Bros.

The stock and accounts of W. Peterkin, general merchant, Arthur, have been sold, and the proceeds will be divided pro rata.

CHANGES.

E. Filteau, has opened a general store at St. Anselme, Que.

F. Moreau has opened a general store in St. Appolinaire, Que.

A general store has been opened in Buckland, Que., by Jean Godbout.

Matchett Bros., general merchants, Aurora, have removed to Galt.

T. F. Ruttan, general merchant, Bond Head, has been succeeded by H. Carter.

C. G. Gerbig, general merchant, Ayr and Woodstock, is closing his branch at the latter place.

Asselin, Vital & Co., general merchants, Etchemin, Que.; Arthemise Ouellet has been registered proprietress.

FIRES.

George Gilmore, bicycles, Simcoe, has had his place damaged by fire.

DEATHS.

G. D. Traill, of the firm of Traill Bros., Walkerton, is dead.

Geo. C. Yates, of Yates & Sinclair, stoves and tinware, Paris, Ont., is dead.

Alex. Loggie, of the firm of A. & D. Loggie, general store and fish, Burnt Church, N. B., is dead.

A HANDSOME CALENDAR.

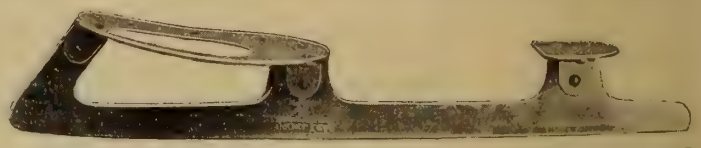
The British American Bank Note Co.'s calendar is one of the handsomest that has been issued for some time. Upon the face of the calendar are shown some excellent specimens of engraving for postage stamps, bank notes, etc., done by this company. The work is exceptionally good, and the calendar is a handsome ornament for a desk.

NEW MARITIME PROVINCE FIRM.

Freeman Bros. have recently commenced business in Bridgewater, N.S., and propose carrying a stock of staple and fancy groceries, hardware, crockeryware, etc.

THEILE & QUACK'S SKATES FOR SEASON 1897.

We have now a full line of samples ready for inspection.



Lamplough & McNaughton, - - Montreal

To Whet a Scythe...

properly requires a good Scythe Stone.

Pike's BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND **Scythe Stones**

are positively the best on earth.

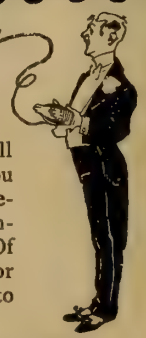
Pike's Lily White Washita OIL-STONE has no equal for mechanics' tools.

WRITE FOR PRICES

The Pike Mfg. Co., Pike Sta., N.H.

Here's a Chance

Painters will never go to any store but yours if you keep Boeckh's Bridled Brushes, because painters never use the old fashioned kind after using these. Of course, if you and your competitor BOTH keep 'em, you'll have to divide the business.



Chas. Boeckh & Sons, Mfrs.

Brushes, Brooms, Woodenware. Toronto, Ont.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

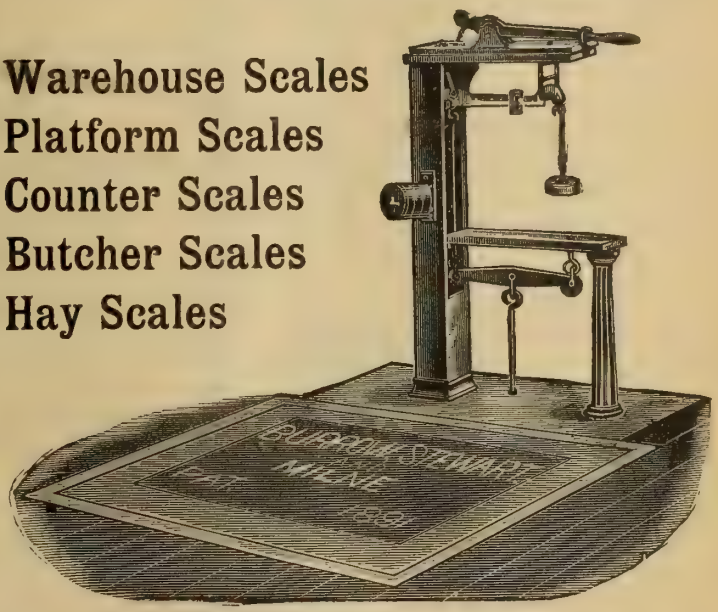
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales



We carry large stocks in Winnipeg and Montreal, and ship from these points.
Scales for all purposes, of every capacity, from 1 drachm to 100 tons.

Agents for Manitoba, Western Territories and British Columbia.
Merrick, Anderson & Co.,
WINNIPEG.

BURROW, STEWART & MILNE
MANUFACTURERS
Hamilton, Ontario.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.
W. L. Haldimand & Son,
MONTREAL

Established 1860

"NEW PROCESS"

Incorporated 1895

BLUE FLAME OIL STOVES

This is not the stove that is "just as good," but the genuine New Process Oil Stove, manufactured by the ***Standard Lighting Co.,*** CLEVELAND, OHIO, inventors of the BLUE FLAME, of which we are General Agents for Canada.

The THOS. DAVIDSON MFG. CO. Ltd.

Send for 1897 CATALOGUE.

. . . MONTREAL.

MINING AT KAMLOOPS.

COAL HILL derives its name from a deposit of excellent coal found a few years since about three miles south of the town. A tunnel was run to a considerable distance, but the broken up condition of the seam and an insufficient thickness led to its abandonment. This was the first discovery of mineral of any kind made on the mountain, which is probably destined to become one of the principal mining camps in the province. It is situated in the midst of a pastoral country, which, since the advent of the first white settlers, was only deemed valuable for pasturing cattle. Starting from Kamloops a constant succession of grassy, rolling hills, dotted with pine trees, ascend to an elevation of 3,300 feet above the level of the sea. From every point of view the scenery is of the most pleasing and picturesque character, which never fails to attract the admiration of the beholder. The mountains of the gold range are here clothed about two-thirds of their height with bunch grass, the support of numerous herds of cattle. Above that the timber line intervenes, embracing within its limits an abundant growth of pine and fir, principally the latter. The country is everywhere accessible to persons riding on horseback and an excellent wagon road already exists, to which an extension of about a mile will intersect some of the principal claims and afford all the facilities that will be required for transportation.

The general trend of the veins is east and west. They lie in a diorite formation and exist under similar conditions to those found in the Rossland district, accompanied by the characteristic iron capping, which is a prominent feature of those deposits. The ore is also of the same character, being chalcopyrite, assaying from 5 to 30 per cent. in copper and from $4 to $8 in gold. The vein matter is diorite. The lodes average in width from 4 to 20 feet, and the locations now extend over an area of about 20 square miles. Fuel is abundant and an unrivalled climate, in addition to short railway communication, completes the advantages which very few mining camps possess. Two hundred claims have been recorded to date. The first discovery was made in June by Louis Bennett, who brought some of the ore to Kamloops and described in a vague manner the situation of the vein from which it was taken. Unaware of its value he left shortly for the mica mines at the head waters of the Thompson River, without taking any steps to locate. This led to a search on the mountain, which resulted in the mineral claim known as the Python being staked and recorded. The richness of the deposits soon spread, and within two or three weeks numerous prospectors were roaming in every direction in quest of mineral wealth.—From the annual report of Gold Commissioner Tunstall.

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

W. C. MACDONALD, Actuary. J. K. MACDONALD, Managing Director.

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

Now is the time to send in your Spring Orders for

ALABASTINE

A full line of ***Brandram's Genuine Imported Lead*** in stock.

WILLIAM HILL

327 St. James Street, - - - **MONTREAL**

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

R. DILLON,

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

The Niagara Falls Metal Works Company, Ltd.

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

THE WINNER.

All bicycle riders are not racers; perhaps you are a rider and yet do not look with favor upon the racing element.

Still, when you conscientiously consider the matter, you cannot help admit that the bicycle that wins races on the track is the easy-running bicycle for the road or pavement.

The Yellow Fellows have won; hence the reputation of the Stearns as a fast, easy-running, much-talked-about wheel.

E. C. STEARNS & Co., MAKERS, TORONTO, - ONT. | AMERICAN RATTAN Co., CANADIAN SELLING AGTS. TORONTO. 54

Agents Wanted in unrepresented districts.

ROBBED A HARDWARE STORE.

The hardware store of Thomas E. Hoar & Co., 14 Dundas street west, Toronto Junction, was broken into early on Saturday morning and goods to the value of $125 taken therefrom. The burglars effected an entrance by forcing open a cellar window in the rear of the store and breaking out a panel in the door at the foot of the stairs leading up into the hardware department. They were evidently well acquainted with the premises, as they just broke out enough of the panel of the door to enable them to reach inside and lift the hook by which the door was fastened. A case containing knives, razors, revolvers, etc., was completely emptied of its contents, but some valuable silverware was untouched. They also cleaned out the cash drawer of some $3 in silver which had been left there the night before. A valuable diamond glass cutter is also missing, and a pair of silver-plated skates cannot be found. The store is located in the Campbell block, right in the business centre of the town, and under police surveillance at regular intervals during the night. But as only one policeman is on duty at a time, and he has long beats, the burglars would have ample opportunities for burglarizing two or three stores during the longer intervals. There is no clue whatever as to the identity of the burglars.

IT DREW A CROWD.

A curious idea which attracted dense crowds of spectators until the police made the storekeeper take it out of his window was the rude figure of a man whose clothes were made of light burlap, covered entirely with old postage stamps. The pants were blue one-cent stamps, the vest red two-cent, the coat brown five-cent, the collar blue, and the hat brown with a blue and red band; the face was an ordinary mask. This was on Nassau street, in the Tribune building, and may give an idea to some retailer who loves a crowd. Make the burlap suit first, and then paste on the stamps. —Exchange.

CHARACTER IN BUSINESS.

The man who succeeds succeeds for the most part through character, writes E. L. Godkin in The Atlantic Monthly. It is chiefly in character that Mexico differs from the United States, Spain and from England. Not only are all our religions and philosophies really meant to build it up or sustain it, but so, also, are all our social arrangements. In hiring, and contracting, and lending and crediting we rely on character. In nearly every transaction of life it is on character rather than on law that we place our faith.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

. . MICA . .

Electrical and Stove Purposes.

Send for samples and quotations.

W. F. SMYTH & CO.

Box 2165 **Montreal.**

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

Abbott & Co.

ROLLING MILLS

Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, May 7, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag— 56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X.	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ⅜ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.

Galvanized, ½ inch 50 p.c.; ¾ to 2 inch, 50 and 5 to 50 and 10 p.c.

Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 40
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	...	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	....	0 08
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green

Casks	0 13½
50-100 lb. kegs	0 14
25-lb. Irons	0 14½
1-lb. Boxes	0 15

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb.	0 05

Putty

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 65
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
And ex. No. 1 Carriage	....	1 60
Gold Size Japan, per gal.	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 :0
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal. net	0 40	0 41
Boiled, per gal. net	0 43	0 44

F.O.B. Toronto, Hamilton or London, 5 bbls. 1c. per gallon less.

Turpentine.

1 to 4 barrels, net	....	0 42

F.O.B. Toronto, Hamilton or London.

Castor Oil.

In cases, per lb	....	0 08½
Smal lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

per lb

Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smallei gauges 0 99
Best thick white card wads, in boxe of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each 8 gauge ....
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 65 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ......
" Sewing, per gross .. } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

AXES.

Splitting Axes 5 25 5 50
Chopping Axes—
Black Prince 7 25 7 50
Forest Clipper 7 25 7 50
Lance 8 50 9 00
Mann's 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made 7 50 7 75
Climax 8 00 8 25
Phantom 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

Zinc, discount 3 90 4 0
Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 7¾ 0 12

Bolts.

Carriage, dis., 70 and 10 p. c. off new list
Tire, dis., 70 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c. off new list.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
llar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 9 50

Cement.

Canadian, Portland 2 50
English " 2 75
Belgium " 2 50
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.
Steel, net 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. ist), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz ...... (15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 75 1 70

FAWCETS.

Cork Lined, per doz 0 30 0
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 5C	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	. .	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each 0 30
Enamelled each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per 100 lbs 3 40 3 50
12 in. up, per 100 lbs 2 40 2 50
Per doz. set.
Screw. Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000 .... 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 35
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross 1 60

KNOBS.

Door, japanned and N.P,, pe doz 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz......	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross................	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ to 30 p.c.

Padlock.

English and Am., per doz....	0 50	6 0C
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz...........	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz......	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron)—

Basis—50 to 60 dy................	2 25
20 to 40 dy.................	2 30
10 to 16 dy	2
8 to 9 dy...................	2
6 to 7 dy...................	2 45
4 to 5 dy...................	2 70
3 dy	2 95
3 dy (fine).................	3 25

Canadian pattern discarded. Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wire Nails, basis, $1.94 on carload lots and $2.04 in less quantit es; terms, 4 months or 2 off and 30 days; delivered in lots of 10 kegs or more.
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16½
Carbon safety "	0 18	0 00
Canada w. w. "	0 18	0 00
American w. w. "	0 00	0 21
Pratt's Astial...............	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.

Copper, per doz..............	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross...........	1 00	4 25
" Carpenter..........	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L....................	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6..............................	175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz..	5 00	9 00
German, per doz............	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 5 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz...........	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.......................	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, 70 to 70 and 5 p.c

PUNCHES.

Saddlers', per doz...........	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set........	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per lb	1 75	01⅞
Tins, lbs....................	2 50	2 75

RAIL.

Barn door, per foot..........	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's. " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla	
7-16 in. and larger, per lb.	5¼	00	6⅞
¼, 5-16, ⅜ in..............	6⅞	00	8¼
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..........	0 60	1 00
" N.P., per set....	....	90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire............ 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50
Solid, "	1 25	....

SAWS.

Crosscut, McMillan & Haynes, per dozen............... 0 40 0 70
"Empire," McMillan&Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent

SCRAPERS.

Box, per doz..................	2 10	4 50
oot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	2 20	4 50
Door, per doz................	7 10	

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c and 10.
Wood, R. H., " dis. 75 and 10 and 10 p.c.
" F. H., brass, dis. 77½ and 10 and 10 p.c.
" R. H., " dis. 72½ and 10 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.........	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.............	2 30	2 45
" black................	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'..............	4 50	11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American..............	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 75 3 00
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish...............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb...............	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb.......	0 09	0 09
Labrador........ "	0 00	0 13
" Axe, "	0 00	0 15
Turkey .... "	0 00	0 50
Arkansas ...... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross............	3 50	5 00
Grind. per ton................	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.

B.B.B. iron carpet, blued...............	80
" " tinned	80
B.B.B. iron carpet, bright or blued (in kegs)	40
B.B.B. iron carpet, tinned (in kegs)....	45
B.B.B. cut tacks (in bulk), 75 and 10	
" " ¼ weights	40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10	
Swedes, upholsterers'..................	80
Swedes, carpet, blued and tinned	70
" lace	75
" brush	50
" gimp, blued, tinned & japan'd	75
Zinc tacks.............................	35
Copper tacks	62½
Leather carpet tacks	65
Trunk nails, black and tinned	70
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers.................	10
" " in bulk	15
" " solid heads, in bulk........	60
Saddle nails in papers.................	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks. discount 90 and 25 p.c.

TAP LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks, " " " 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.

Mouse, per doz	0 35	1 50
Rat, per doz.................	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	6 00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb..............	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz................	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each..................	6 00	7 00
Peter Wright's, per b........	0 12	0 13
Pipe, each........	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 27½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

		Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart..............	....	2 50
Galvanized, 4 barb, 4 and 6 inches apart	....	2 50
Galvanized, plain twist, all.. delv'd..................	....	2 50
Plain twist...................	....	2 50
Steel Staples	....	2 50

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz		

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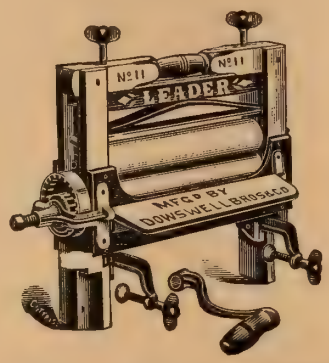

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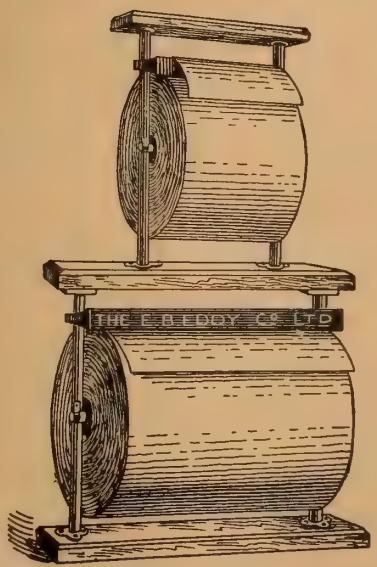

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Roll Paper Cutters

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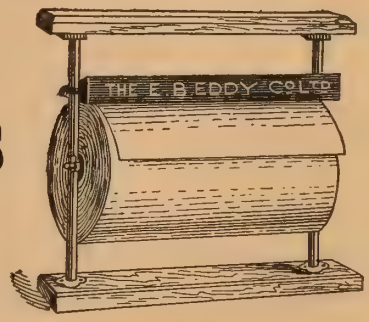

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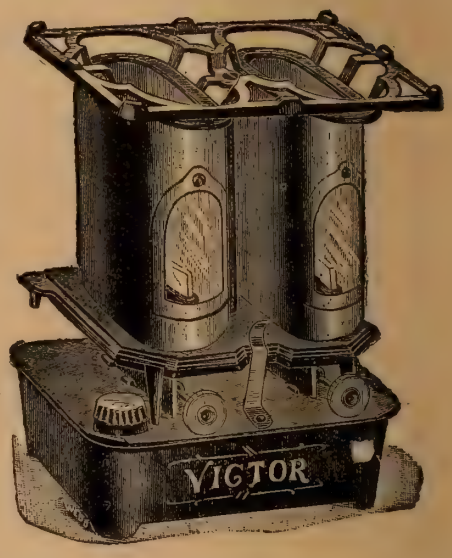

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Toronto

HARDWARE AND METAL

Vol. IX. MONTREAL AND TORONTO, MAY 15, 1897 No. 20

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OUR MINIMUM TARIFF AND THE UNITED STATES.

JUST as it follows that Great Britain will derive the greatest benefit under the new minimum tariff of the Dominion so does it that the United States will receive the greatest harm. This is obvious.

Of our total imports of $67,239,759 worth of dutiable goods during the fiscal year 1896, $24,366,179 came from Great Britain, and $29,101,646 from the United States.

These figures, it should be stated, include the ale, spirits, wines, sugars, molassses and tobaccos imported, which are excluded from the operations of the minimum tariff. Of these excluded articles $612,720 worth came from Great Britain and $703,055 from the United States.

The amount of duty last year collected on the imports from these respective countries was $7,358,514 and $7,767,992.

These figures are significant in that they reveal the fact that for the first time on record the revenue received from the products of the United States exceeded that obtained from products of Great Britain.

As far, however, as percentages of duty paid to value of goods imported are concerned the greater share was borne by British goods to the extent of about 3½ per cent., the duty on dutiable imports from Great Britain being 30.19 per cent. and on those from the United States 26.69 per cent.

Now, supposing that during the next fiscal year the dutiable imports from both countries were the same as during the year to which the above figures relate, the duty collected on British goods would be about .27 per cent. less than that collected upon United States goods, instead of being 3½ per cent. greater, as during 1896. After July 1, 1898, when the difference in the duty collected on British goods will be one-fourth less than on the products of the United States, the advantage to the products of Great Britain under our minimum tariff will of course be more marked.

The following table gives the chief dutiable imports into Canada from Great Britain, the United States and all other countries, of articles appertaining to the hardware and metal trades:

	From Great Britain.	From United States.	From other countries.
Bells	$ 869	$ 19,321	$ 855
Brooms and brushes	11,405	35,906	46,048
Carriages	138,163	1,224,352	26,439
Cement	121,125	25,997	107,907
Coal, coke, etc.	102,528	3,250,239	.....
Cordage, twine, and manufactures of	25,626	235,197	1,617
Electric apparatus	6,581	294,806	3,439
Emery and mfrs. of	1,202	10,682	29
Fertilizers	1,162	42,194	.....
Flax, hemp, and mfrs. of	1,410,846	64,128	48,602
Glass and mfrs of	214,964	415,789	473,728
Glue, glue stock and mucilage	8,808	50,909	31,837
Gunp'der and explosives	25,415	110,710	693
Gutta percha, india rubber and manufactures of	117,737	211,316	21,080
Leather belting	41,920	28,333	.
Brass and mfrs. of	41,388	264,147	28,393
Copper and mfrs. of	8,238	69,227	1,104
Gold and silver, and mfrs. of, including coin and bullion	67,892	222,042	50,307
Agricultural implements	5,858	464,067	78
Bar iron	52,218	66,652	1,682
Machines and machinery	165,977	1,419,703	16,234
Other iron and steel, and manufactures of	2,183,152	3,886,650	465,601
Lead and mfrs. of	125,669	105,404	8,036
Tin and mfrs. of	4,316	58,682	2,612
Zinc and mfrs. of	876	4,640	774
Butts and hinges	431	9,530	62
Miscellaneous metals, minerals, and mfrs. of	49,743	190,967	153,324
Cast iron pipe	19,421	27,983	3
Mineral oils	2,157	626,224	2
Fish oils	1,926	5,563	6,075
Vegetable and animal oils	357,923	408,549	38,113
Paints and colors	224,118	175,264	166,454
Turpentine	33	163,315	.....
Varnishes, japans	35,780	40,884	236
Chains	56,301	18,926	669
Fittings of wrought iron or steel pipe	1,758	66,935	247
Iron in pigs, n.e.s.	60,907	332,780	.....
Locks of all kinds	6,779	50,167	405
Malleable iron castings	1,607	79,046	.
Scales, balances, etc	1,493	19,221	611
Skates	1,034	2,802	10,703
Boiler tubes	38,291	74,998	14,143
Lap-welded or steel tubing	1,272	39,560	.....
Tubes, not welded	29,186	68,099	.....
Tubing, wrought iron or steel, threaded and coupled or not, over 2 in. in diameter	8,376	285,826	1,188
Other wrought iron or steel tubes or pipes	36,077	94,400	43,973
Knives, pen and jack	41,639	1,512	35 073
Table cutlery	70 678	5,591	810
Cutlery, all other	72,579	13 426	27,826
Muskets, rifles, etc.	24,839	64,437	28,069
Tools of all description, n.e.s.	4 006	4 ,746	1,545

The centre from which Canada has been importing her hardware, metals and manufactures of, has for some years been gradually being transposed from Great Britain and the United States, and the above table gives an idea of the extent this transposition has assumed.

Canada's total imports of dutiable metals, minerals and manufactures of last year were valued at $10,065,540. Of this amount $2,676,923 came from Great Britain and

$6,790,547 from the United States. In free goods the difference is much about the same. The total imports of free metals, minerals and manufactures thereof were valued at $9,619,163. Of this amount $2,437,636 came from Great Britain and $6,842,626 from the Unied States.

It will thus be seen that Canada's imports last year of hardware and metals from Great Britain, free and dutiable combined, did not equal the imports, either dutiable or free alone, from the United States.

The minimum tariff will certainly tend to produce an evener balance of this in this particular line of trade, but whether it will bring back the conditions which obtained even a few years ago is very doubtful, for the influence of the lower tariff on British goods will to some extent be discounted by the lower freights from United States manufacturing centres.

Although the importation into Canada of the products of the United States will be necessarily carried on under a greater disadvantage compared with the products of Great Britain, yet the invitation to share in the benefits of the minimum tariff is extended to the United States and any other country willing to comply with certain conditions relative to the entrance of Canadian products into their markets. There could be nothing fairer than that.

TRADE IN NORTHERN ONTARIO.

HARDWARE AND METAL is in receipt of a communication from J. Parkinson, general merchant, Trout Creek, Ont., in which he says: "I have had a very good trade during the winter. A large quantity of saw logs, pulp wood and tan bark has been got out during the winter in this section. During the past winter wages were not so good as in former years, which caused a smaller circulation of money. Still there has been a large amount of money paid out. River driving has begun and the mills have started to run. This will cause a large amount of money to be paid out during the summer, and keep trade moving nicely. We have the gold excitement here, too, and perhaps we shall get more of that precious stuff than we shall know what to do with. Spring is here and seeding is going on. The prospects are for a good season's trade."

SHARP DECLINE IN SCREWS.

AN extraordinary decline in wood screws has been made this week by the manufacturers of that article.

The discount on flat head, bright, is now 87½ and 10 per cent., instead of 80, 10 and 10 per cent.; round head, bright, 80 and 10 per cent., instead of 75, 10 and 10; flat head, brass, 82½ and 10, instead of 77½, 10 and 10; round head, brass, 75 and 10, instead of 72½, 10 and 10 per cent.

These discounts take effect from May 10, and are about equal to a reduction of 40 per cent.

The manufacturers claim that these new prices are equal, and in some instances below, the cost of production, when freights, etc., are taken into consideration.

At the figures now ruling it is expected that it will be possible to keep out the United States product.

The difficulty of meeting American competition is, however, much greater on account of the demoralized condition of the market over there than it otherwise would be.

Two or three years ago a movement to form a pool was inaugurated among the screw manufacturers across the line. While negotiations were pending several of the smaller manufacturers, by working night and day, largely increased their output with a view to being allotted a larger pro rata than they were really entitled to. This was the means of not only negativing the proposition to form a pool, but it led to an indiscriminate cutting of values, until to-day it is declared that in some lines the price is 25 per cent. below the cost of production. And these cut figures are affecting the Canadian as well as the United States market.

Were it not for this particular class of competition the Canadian makers would consider the new rate of duty, namely 35 per cent., a fair protection.

PIPE QUOTED AT NET FIGURES.

The prices have been issued on iron pipe, and they are quite a revolution compared with those obtaining before, being now quoted at net figures instead of discounts.

The new list on wrought iron pipe is as follows: ¼ to ⅜ inch, 1⅞c. per foot net; ½ inch, 2⅜c.; ¾ inch, 2⅞c.; 1 inch, 4c.; 1¼ inch, 5¼c.; 1½ inch, 6¾c.; 2 inch, 9¼c. Galvanized pipe, ½ inch, 4c.; ¾ inch, 4¾c.; 1 inch, 6¾c.; 1¼ inch, 10c.; 1½ inch, 11½c.

Energy is a good business builder when used with the mortar of common sense.

CANADA MISREPRESENTED AGAIN.

We observe that arches are to be erected in London in connection with the Queen's Jubilee. Each colony is to have one, typical of its resources and character. According to one of our London exchanges, the Canadian arch is to be built of blocks of imitation ice, surmounted by artificial snow.

We once before drew attention to the fact that in the Lord Mayor's procession, some years ago, Canada was represented by an artificial iceberg, beside which stood an Esquimaux, wrapped in furs, leaving only his face exposed. The London representative of this paper went before the authorities in London and showed them how unfair to Canada it was that the Dominion should be represented in this way. It was without avail. They knew better. Thousands of people who viewed the procession went away with the idea that Canadians dressed in furs all the time, and lived on icebergs.

Surely the Government is not going to allow Canada to be misrepresented in the Jubilee celebration by more ice and snow. We do not wish to give the idea that this is a country of everlasting summer, but let our friends at home show us in our summer clothes on this occasion.

DROP IN CUT NAILS.

On account of the new tariff and American competition cut nails have this week followed wire nails as to reduction in price.

The base figure is now $1.95, delivered at Toronto, Hamilton, London and such points where the freight rate is the same from United States manufacturing centres as to these cities. To other points excess of freight is added.

Carload lots are 5c. per keg less than the above figure.

Watered stock may be pleasant to sail upon in times of prosperity, but it is decidedly unpleasant to float upon when commercial storms are raging.

ACETYLENE GENERATORS.

AS the sale and fixing of apparatus for generating acetylene and the supplying of the necessary calcium carbide will probably, sooner or later, form an important branch of the hardware trade, it is well that the attention of the readers of HARDWARE AND METAL should be drawn to the regulations regarding the handling of the same.

People generally are evidently in terrible dread as regards the handling of calcium carbide, an alarm which is certainly not shared by those who have had practical experience of it.

Calcium carbide only gives off acetylene freely when it is immersed in water. When in contact with a moist atmosphere the generation is far too slow to be dangerous and the startling notices which now have to be placed on the packages containing it are in a great measure unnecessary.

Acetylene, stored under high pressure or in a liquid state, is certainly dangerous, and its use in these forms should be forbidden.

The best form of generator is one of the automatic type on the gasholder principle. These, when fitted with a condensing chamber and some simple arrangement for getting air out of the gasholder at starting and a means of escape for the gas in case of over-accumulation, are as safe as any mechanical contrivance can be. A pressure of 4 inches of water in an apparatus of this kind is quite sufficient, whether for illuminating a magic lantern or a church.

In England it appears that the amateur who uses a small generator for his magic lantern and buys occasionally a pound of carbide in order to give a little entertainment to his friends, must take out a license for doing so. In this country it is only a matter of a short time before every house, church and public building has its own gas generating machine in the basement as a saving of from one-third to one-half can be done by manufacturing your own gas instead of paying gas companies exorbitant demands, besides getting a purer and whiter light.

DIFFICULTY IN FILLING ORDERS.

Wholesalers in Toronto are this week experiencing some difficulty in filling orders for carload lots of barb wire, plain twist wire and wire nails. This is due to the fact that the makers of those articles have restricted their output, or closed down altogether owing to the tariff changes.

MR. BICKERDIKE ELECTED.

Readers of HARDWARE AND METAL outside the province of Quebec will be much delighted to know that Robert Bickerdike, ex-president of the Board of Trade, has been elected to represent the business ward of Montreal in the Provincial Legislature. At the same time we are sorry to say two other well-known gentlemen, who should be there, were defeated—H. Laporte, of Laporte, Martin & Cie., and B. Connaughton, a prominent and useful member of the Retail Grocers' Association. However, it is their first attempt, and they will yet succeed.

Mr. Bickerdike will be a valuable acquisition to the Legislature. He is a man of more than ordinary ability and possesses an unblemished reputation. The talk among business men, Conservatives as well as Liberals, is that he is the best man for Treasurer. He is a man who makes no enemies, and were it not that hundreds of Conservatives voted for him he would not have been elected.

A Guarantee of Excellence.

Get Our Catalogue

IVER JOHNSON REVOLVERS are sold in Canada by

John Griffith Cycle Corp.
TORONTO, CAN.

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Iver Johnson's Arms and Cycle Works
FITCHBURG, MASS. U.S.A.

WHAT MAY A HARDWAREMAN SELL?

" My fortunes are not in one bottom trusted,
Nor to one place ; nor is my whole estate
Upon the fortunes of this present year ;
Therefore, my merchandise makes me not sad."
—Shakespeare.

WHAT shall the hardwareman sell? What shall he not sell? How shall he sell?

I am now speaking of a general hardware store, for a store selling only hardware or tinware is, in my opinion, behind the times ; his business is subject to seasons, while the general store is busy all the year around.

Large cities only support specialty stores, and can be kept busy the year around ; in smaller cities the hardwareman should be as busy as a beehive at all times. He must try to increase his business at the sacrifice of his profit. He must sell $25,000 worth of goods at 25 per cent. profit rather than $12,500 at 50 per cent. profit. This is the modern way to sell goods, and we must follow the crowd, or the crowd will leave us behind. Do not say, my neighbor has confined himself to stoves, I will keep out of them.

Does the traveling man who comes to your town and finds that you are not selling mill supplies and finds your neighbor is not selling them, refrain from selling to your mill or factory? No ; if he cannot sell to you he will sell to the mill, and it is done every day.

It is not necessary to look at your competitor as an enemy. He is running a friendly race with you, and if he is a better salesman than you, or a better hustler, he will get ahead of you. Give him credit for it, and follow in his footsteps.

It is unnecessary to dwell upon the regular staples which are found in every hardware store in the country; we all know what they are, and that we have to keep them if we want to do business.

But we must study the wants of our people. We find a factory in our town, and that they are using cement-coated wire nails. It is easy to find out what size they use ; buy a few kegs; soon their stock is exhausted, they will be glad to buy from you these few kegs, and after awhile you will have their trade.

There is a factory using many emery wheels. We find out size and grade, and keep a few. Two or three wheels on hand will secure us their trade.

The factory hands are buying machinists' tools ; your jobber has a special salesman who visits your factory. Employes will order the tools they want from him, and still you ought to sell them. The smallest assortment of Darling, Brown and Sharpe's tools kept in your show case and shown to these factory hands as they come into the the store will keep their trade with you, and there is no house in the United States as loyal to the dealer, small or large, as Darling, Brown and Sharpe, and they will refer to you all local inquiries if they know you carry a small assortment on hand.

The reason that many orders are being sent out of your town instead of your getting them is this—that you do not carry the goods, nor solicit the business, as others do.

Your factory uses wood split pulleys—you should sell them. One sample ordered from a reliable maker and shown at your store will keep these orders at home.

If, then, the department store can be successful why cannot the hardwareman succeed? Is he less energetic, does he know less about the hardware and tinware than his neighbor, who has grown up among ribbons, or does the yard-stick give better measure than the rule?

Tinware and house furnishing goods are diverted to department stores because they show them on tables and counters where the ladies can handle and examine them, they find the prices marked in plain figures, so that they need not ask so many questions, and they are cheap—perhaps a dishpan is being offered at 49c. instead of 50c.—perhaps it is a deep cut which makes the table attractive for a day.

But do likewise, always having alongside the cheap article the heaviest and best obtainable ; in other words, if you offer a 10-quart IC plain milk pan very cheap for awhile, give the lady a choice between this and IX re-tinned milk pan ; she will soon learn the difference between cheap goods and first-class goods. Ladies are the best advertising mediums—they will soon cause a run on your 10-quart IX re-tinned milk pans.

In builders' hardware the old way of selling locks from an old drawer on the shelf will not do any more ; nor can every small store afford a sample room of fine hardware, as found in the modern hardware house of large cities.

Nor is it policy to call in a traveling salesman of some hardware house or lock manufacturers to sell for you a little bill of hardware which may be required for small residences.

Do your own selling ; the other man will leave your goods on your shelf and sell his own, and the result will be a little commission to you only ; no glory and none of your goods moved.

There is nothing in which the modern and old way of selling has been as marked as in builders' hardware—well can I remember the time when I had to name to the builder or owner the price of a pair of knobs or an escutcheon ; and it would take him a day and a half at least to come to a conclusion what and where to buy ; my price on that hinge based on a large order was spoiled for ever, at least as far as that customer was concerned.

But how to-day? We obtain the plans from the owner and work out a regular schedule of the doors and windows of the house, their location, their thickness, hand, width, and form a plan what to offer. We are now prepared to advise the builder instead of being advised ; we know more about the house than the builder, and all that remains is to find out the size of his pocket book and his taste in order to please him.

The first point is quickly settled. We ask the question point blank, and with this information gained we try to settle his mind on certain styles and finish of hardware for the different rooms of the house, until finally we have the matter all settled, and, based upon this selection, we then submit our estimate on the hardware for the building. This may be cut down by making some changes or added to at the second interview, but the result is almost invariably the order, if handled correctly.

The most convenient way to keep the samples required for this purpose is on boards ⅝ by 9 by 15in. Sample on each board one combination only, 3½ by 3½in. butt, a knob with elongated escutcheon and a sash lift or sliding door cup escutcheon. Use your best judgment in these combinations, then you can take your board and tell your customer, "This trim I would recommend for the rear part of your house." It is your business to find out what sizes he wants, your schedule tells you the thicknesses of the doors, etc.; do not bother him with the details, you know.

These sample boards may be kept in a chest of drawers, or between strips of moulding fastened to the wall with buttons, and should be handed to the intending purchaser, so as to concentrate his mind on the one combination. Three or four of these boards selected and laid out will show the owner exactly what he is getting.

Three or four of these boards represent your stock. All the balance may be samples only, gathered by you from patterns collected from one or more different makers, and with these samples, costing you all told perhaps $25 to $50, changed and added to from time to time, you are prepared to do your business, rather than rely upon others to do it for you. Three or four mortise locks mounted on blocks will complete your outfit.

But you must prepare yourself to furnish the glass for the building. The specifications will usually tell you what is wanted ;

you must furnish the sheet, plate and art glass, the mirrors, the bevel plate, etc.

Small pieces of art glass in frames, as samples, are not much of an investment, and with the aid of plates, now obtainable from art glass houses, will enable you to take the orders as well as any traveling salesman.

Then the specifications say what kind of varnish and paint shall be used ; sell it to your painter before he has a chance to buy it elsewhere ; furnish the tin plate, the roofing plate, the sheathing paper.

If your builder wants to buy the sash glazed, put yourself in shape to furnish glazed sash, and you can also sell him the doors.

Wrought-iron pipe and fittings, valves, oil cups, injectors, steam gauges, put in stock in sparing quantities, will lead to many orders ; in fact, with the up-to-date hardwareman the direct and special order business should be almost as large as the business done from stock sales.

The subject of bicycles has already found more able exponents. Allow me to state that in my opinion bicycles are a valuable addition to the hardware line, provided the same business principles are applied to it as to the other staples, viz., careful selections, ordinary push, a credit system limiting the sale of bicycles to responsible parties, requiring cash payment of at least one-half of the value of the wheel and a note for the balance with responsible indorsement. Watch the wants of your customers, study the source of supply.

The subject of "What May a Hardwareman Sell" is inexhaustible, and it would be easier to say, "What may he not sell?" But if you watch with open eyes the wants of your people, and keep yourself posted on what the market has to supply it, you will have no difficulty in extending your business.—Paper read before the Ohio Hardware Association, reprinted from The Iron Age.

AXE AND TOOL FACTORY CLOSING.

Owing to change in tariff in connection with the harvest tool business, the Canada Axe and Harvest Tool Co., of Cote St. Paul, has practically closed down. One of our representatives was there a few days ago, and Mr. Hawthorne, the manager, showed him through the factory. There were not more than eight men employed, instead of the usual staff of 150 to 200 men, and all the hammers standing idle. "Furthermore," he said, "we intend to finish up the balance of our stock and then close. This is not on account of the water being out of the canal, but a direct result of the tariff."

The . .
Sherwin-Williams
Bath Enamel

There is no reason why an ordinary zinc bath tub should'nt look like porcelain. A little of the right kind of paint will do the work. It will also make an iron bedstead an ornament instead of a monstrosity. The right kind of paint for work of this description is ***The Sherwin-Williams Bath Enamel.*** It is the best paint ever manufactured for this purpose. It isn't made to paint wood but to paint metals. It produces a metal-like surface, capable of withstanding hot or cold water. Drop us a postal and we will mail you a color card.

THE SHERWIN-WILLIAMS CO.
Paint and Varnish Mfrs.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

WALTER H. COTTINGHAM
Managing Director
Canadian Department.

DIFFICULT HAIR-CUTTING.

A writer in Hardwareman says : The most ludicrous incident in which I have been associated, so far as the hardware trade is concerned, took place when I was in a situation in Lancashire. I had sold a pair of Brown's well-known toilet clippers one evening, and early next morning in walked my customer with anything but a cheerful look on his face. Unfolding the clippers he began : "I thought that you guaranteed these clippers perfect in every respect." "I did," I meekly replied. "Then take them back," he exclaimed, and with a look of triumph in his eyes went on to say: "So far as appearance goes they are all right, but the fact is that they won't cut a single hair." I was astonished to hear this, and still more surprised when he stated that he had allowed a barber to try them, but also without success, so I resolved to get at the bottom of the mystery. Taking hold of the clippers and pressing them with my hand I thought that they were too slack, and reaching for a pair of plyers I was commencing to tighten the nut when he said ; "Now, young fellow, to convince you that I am speaking the truth I shall just run them through this boy's hair," and my irate customer pointed to the errand lad, who took off his cap and submitted himself to the operation. Sure enough, they made no sign of cutting, and, turning to me after his ineffectual efforts, my customer declared that he would give me a shilling if I could make the clippers cut.

I tightened them, but hesitating to put them on the lad's head in case I should disfigure it, my customer took them from me, and burying them in the lad's locks, out fell a mass of hair, leaving a bald patch about an inch and a half square ! It was very ludicrous, and I was convulsed with laughter, in which my customer joined as soon as he recovered from his surprise. When the fit was passed I asked him what he proposed to do. I said : "The lad can't go home in such a predicament," and the result was that the customer had to set to work to obliterate the mark by giving the boy a complete hair cut on the floor of the ironmonger's shop, and without fee. To add to the ludicrous side of the proceedings we did not stock hair combs, and the only thing available was a 2-in. weaver's comb, which, however, he was glad to get. When he had finished his task I reminded him of the shilling he had wagered, but he made a hurried exit without response. I never got the promised coin, but I got a shilling's worth of fun out of the affair, and not only was I perfectly satisfied, but so was the boy, who had got his hair cut "on the cheap."

CATALOGUES, BOOKLETS, ETC.

TORONTO RADIATOR CO.'S CALENDAR.

THE Toronto Radiator Co., Ltd., has issued another of its annual calendars. It begins with April and ends with March, 1898. This is the practice of the company, and it does so in order that its calendar shall not come out simultaneously with other calendars. The feature of the present calendar is a view of Toronto's new civic buildings. It is done in natural colors and makes a striking and handsome picture. A note in the corner of the calendar announces that the buildings are "heated throughout with Safford patented steam radiators with screw connections."

THE GURNEY FOUNDRY CO., LTD.

The business now so well known as the Gurney Foundry Co., Ltd., was started away back in 1843. During that time the company have issued fifty-four catalogues, the fifty-fourth having just been issued. The catalogue is tastefully bound in slate-colored cloth and contains 260 pages, nearly every one of which bears one or more illustrations of the various articles which the firm manufactures. Pages 11 to 110 inclusive are devoted to the company's cooking lines, including an extensive assortment of hotel ranges. Such lines as heating stoves, hot water heaters, steam boilers, radiators, warm air furnaces, tailor stoves, laundry stoves, agricultural furnaces, gas stoves and ranges, gasoline stoves, blue flame oil stoves, etc., take up pages 112 to 162, following which are gas ranges, registers, hot water urns, stove boards, copper and tin hotel furniture, hollow ware and other specialties. "Oxford" is of course the trade mark of nearly all the manufactures of the company. A note on page 4 reads: "We have separate catalogues for gas stoves and ranges, gasoline stoves and ranges, blue flame oil stoves, hot water heaters and radiators, steam boilers and radiators, warm air furnaces, etc., which we shall be pleased to supply on application." The Gurney Foundry Co., Ltd., is to be congratulated upon its 54th catalogue.

A. B. JARDINE & CO.

A neat catalogue in cover of chocolate and gold is to hand from A. B. Jardine & Co., Hespeler, Ont. This firm manufactures machinists' tops, tube expanders and blacksmiths' tools. The catalogue contains 36 pages, all but two of which bear illustrations, dealing with the various kind of tools made by the firm.

THE HAMILTON FACING MILL CO., LTD.

The catalogue of the Hamilton Facing Mill Co., Ltd., Hamilton, Ont., was issued recently. If contains about 40 pages of liberally illustrated matter, and it is neat in appearance and handy in size. "We are," says the company in its introductory remarks to the trade, "the largest manufacturers of foundry facings in Canada." The Hamilton Facing Mill Co., Ltd., manufactures foundry facings and blackings, imports Ceylon plumbago and German lead, deals in foundry supplies, fire brick and fire clay, and ships moulding sand, and these things receive more or less attention in the catalogue.

AMERICAN WIRE GOODS CO.

Wire coat and hat hooks and garment hangers are becoming quite a feature in the hardware dealer's stock. A catalogue just to hand reminds us of the fact. It is issued by the American Wire Goods Co., of Lowell, Mass., and much taste and artistic skill are displayed in its arrangement. The reading matter is in green and the illustrations and borders in carmine, and the whole forms a pretty combination. A neat little price list of bright iron wire goods accompanies the catalogue.

CLASSIFYING GOODS.

In the arrangement of a store, too much care cannot be taken in dividing the goods according to classification, says Hardware and Stoves Reporter. The carrying of widely different lines is sometimes necessary, but when they are jumbled up together and the customer is presented with a hodge-podge of merchandise from which to make his choice he is not enabled to entertain a very high opinion of the merchant's system for transacting business, and he may possibly be led to believe that without system in arrangement there can be no success in buying the goods and meeting his wants. A lacking arrangement of this character is practically an advertisement of carelessness which even the least critical of customers do not care to see. Besides this, it is a source of delay and annoyance in finding the goods that may be desired, so that both clerks and customer may lose time or even that very desirable item in every transaction, a stock of patience. It is a very easy matter to divide the goods into departments. Where an exclusive stock of hardware is carried, the process is very simple. Nor does it become any too complicated when stoves or other individual lines form a part of the joint stock. In each case, they should be separated into departments or divisions, each one forming a practically distinct store, but being under one management and all of them serving a common purpose. In hardware alone, the divisions should be as definitely marked as where a more general stock is carried. The stock may not be large enough, or the room sufficient, to allow of a complete separation among the different classifications of goods, but they can be brought together under several different yet comprehensive heads and so arranged as to prevent a miscellaneous and confusing assortment of goods.

SLANDERING ENGLISH SHEARS.

THERE is nothing more difficult to live down than prejudice, except it be a good round lie. A quarter of a century ago the Americans introduced into this country tailors' shears, which were so great an improvement on any thing previously made that they at once came into favor, and in a very short time commanded the trade. Since those days, however, makers of shears in Sheffield and elsewhere have adopted the American patterns, and in some points believe they have improved upon them; and to-day they are able to put them on the market at about half the price of the American article. This we have already shown in a previous article on the subject. So strong, however, is the prejudice in favor of American shears that it is only here and there that those made in Sheffield can be even tested. An article has appeared in The London Tailor in glorification of the American model. After having written a great deal in its favor the editor says: "We have tried and examined a great many it is true in thirty years ourselves, and are bound to confess that at present they (the American shears) are, without exception, at the top of the tree. At present we have no ground for saying this other than they are the actual shears we use." One would almost have imagined that before the editor of the journal referred to had pronounced so emphatically in favor of American shears he would at least have given a fair trial to those now made in his own country. We have it on the authority of shear manufacturers of long standing in Sheffield that they can produce, and are producing, shears as easy to handle and as effective in working as anything that comes across the water; and when they were shown the article referred to, in which the question was asked why Sheffield could not produce such an article, the practical answer was given: "We do, and are prepared to put them in competition with anything that can be produced in America or elsewhere." —Hardwareman.

GUMS OF COMMERCE.

At the Academy for the Higher Education of Women:

Lecturer: "How many useful gums are there known in commerce?"

Advanced Student: "Three."

Lecturer: "Name them."

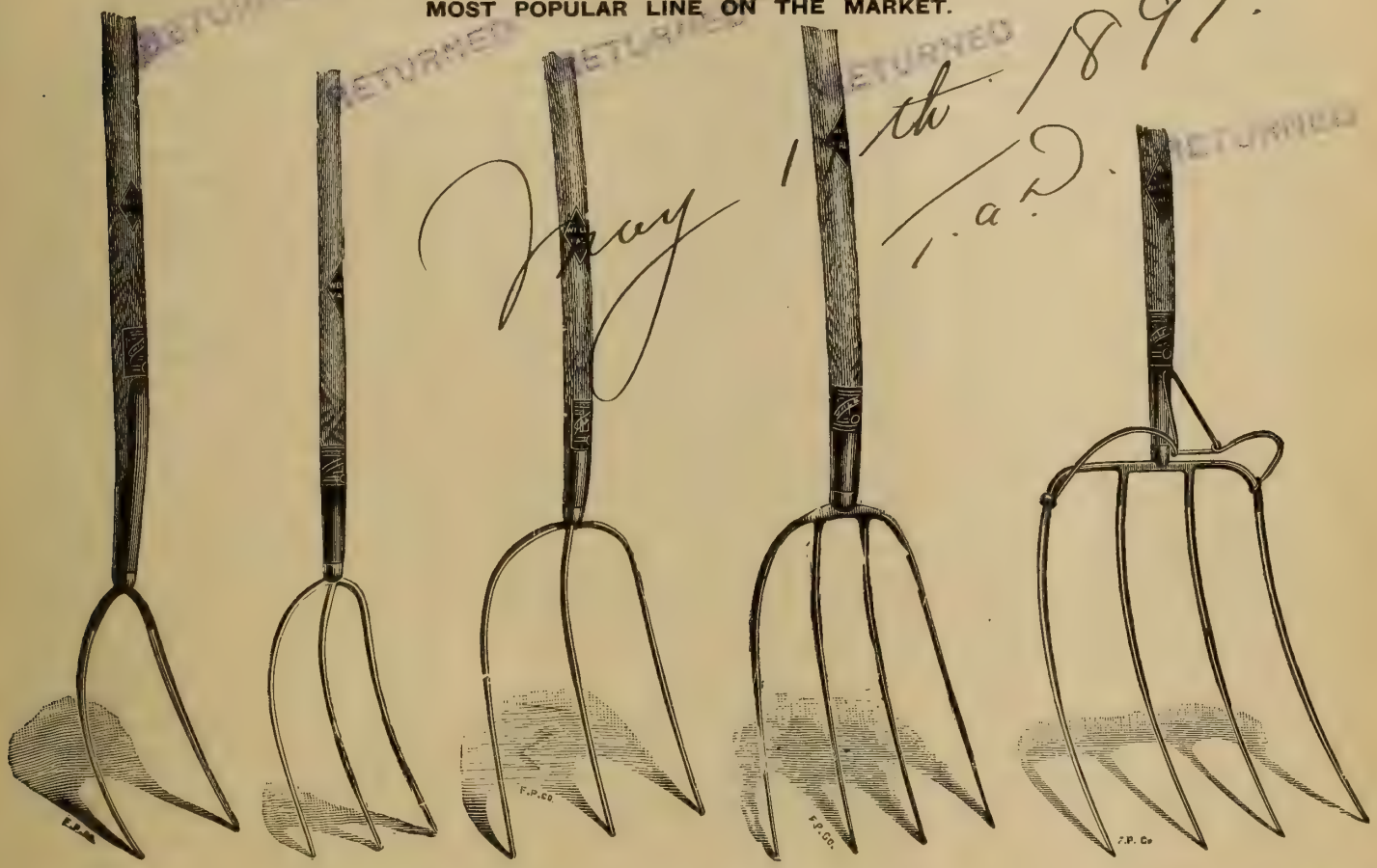
Advanced Student: "Gum arabic, gum boils and chewing gum."

H. S. HOWLAND, SONS & CO.

WHOLESALE 37 Front Street West, TORONTO.

RIXFORD HARVEST TOOLS

MOST POPULAR LINE ON THE MARKET.



HAY FORKS
MANURE FORKS
POTATO FORKS

GARDEN HOES
GARDEN RAKES
WEED CUTTERS

FORK HANDLES
HOE HANDLES
RAKE HANDLES

ETC.

Daisy Churns

No. 0	contains 5 gals.		Churns from 1 to 2 gals. cream						
" 1	" 9 "		" " 1 to 4 " "						
" 2	" 15 "		" " 2 to 7 " "						
" 3	" 20 "		" " 3 to 9 " "						
" 4	" 25 "		" " 4 to 12 " "						
" 5	" 35 "		" " 5 to 16 " "						

Dairy Favorite Churns

No. 1	to churn 1 to 4 gallons of cream								
" 2	" 2 to 6 " "								
" 3	" 2 to 8 " "								
" 4	" 4 to 12 " "								
" 5	" 8 to 16 " "								

LIBERAL DISCOUNT TO THE TRADE

OUR PRICES ARE RIGHT.

...GRAHAM Cut and Wire Nails are the Best...

ORDERS FILLED PROMPTLY.

A NOVA SCOTIA COPPER DEPOSIT.

THE following is an extract from a paper read by Henry Louis at the Chicago meeting of the American Institute of Mining Engineers :

"In discussing Mr. E. J. Schmitz's paper on 'Copper Ores in the Permian of Texas,' read at the Pittsburg meeting, the author says that the copper ore bed in Texas was compared with the Mansfield Kupferschiefer, but it seems to present closer analogies with a small deposit on the same side of the Atlantic, in Nova Scotia. These copper deposits are known in several places; but that examined is at the village of New Anna, on the banks of the French River. This district has been determined as being of Permian age. The following is the section, very imperfectly exposed in a few shallow levels, described in ascending order : 6. Red sandstone, moderately fissile and markedly false-bedded. 5. Lower nodule bed, 1 inch to 6 inches thick, of fissile micaceous sandstone, containing obscure plant remains converted into anthracite, chalcopyrite, chalcocite, and iron pyrites. 4. Very coarse grit or, in places, red sandstone; thickness and character variable. 3. Upper nodule bed, 6 inches to 2 feet thick exceptionally, generally about 10 inches. 2. Soft, gray, friable shady sandstone, with nodules of copper ore. 1. Red sandstone.

"All these strata lie flat, in places quite horizontal, in places dipping toward the river at 5 to 10 degrees. The copper nodule beds are exposed in two places, about a mile apart; but it is doubtful whether they are continuous over the area. The upper nodule bed is the more important one ; the nodules vary in weight generally from ¼ ounce to ½ pound, but have been found up to 1½ pounds. They consist of very pure chalcocite, but also some of covelline, more or less pure, and of other indeterminate copper minerals, possibly all alteration products of chalcocite and chalcopyrite. All the nodules were coated with carbonate of copper, which had also filled up any cracks and had impregnated the sandstone bed to a certain extent.

"Deposits of these ores seem almost invariably to be of secondary origin, so that it becomes important to know whether the Texas Permian deposits are exceptions. In spite of the curious and persistent occurrence of copper ores in Permian formations all the world over, Mr. Louis is not inclined to ascribe to these nodule deposits any contemporaneous origin, but believes them to have been produced much later than the formation, and perhaps even partial consolidation of the beds. The part played by the wood remains is doubtful ; these may, of course, have acted as reducing agents, precipitating the copper ores from a solution that was percolating through the porous beds. If so, the copper was probably dissolved as a sulphate and the probability of the original deposit of these ores as sulphides grows stronger."

A SATISFACTORY REGISTER.

The James Robertson Co., Toronto, is in receipt of the following from W. M. Powell, vice-president of the Ferrosteel Co., Cleveland : "Gentlemen,—It has been our good fortune recently to secure an order through one of our eastern jobbers for registers to be used in six large school houses in one of the largest cities in the United States. Before placing the order for Ferrosteel registers the Board of Education satisfied itself as to quality aside from the ease with which our registers would work with the Thermostat. This point was required to be settled by a special test which was made by the Thermostat people themselves, using a number of the most prominent makes of registers in the United States, when it was found that the Ferrosteel make was superior in this respect to any of the others. It has been our aim not only to supply superior material to that used by other makers, but also to have the workmanship superior, and this test, which was made from registers taken from regular stock, is a very satisfactory one to us. We have thought that this might be information that could be used by your travelling men to excellent advantage."

AMBER GUM.

Amber of the best kind for varnish-making is a fairly important industry in Prussia. The writer remembers having noticed at an exhibition in Germany an extraordinary collection of every shade and sort, and in addition to the usual fly, a large variety of now extinct insects were to be seen imprisoned in transparent amber. The working of the fossil resin is the monopoly of one firm, who own the two best mines and pay the German Government a royalty of about £32,000 a year. The mines are not the only source of supply. A great deal of amber is washed up on the eastern beach, especially at Pillau, during the northwesterly gales. After a storm the strand is strewn with an abundance of seaweed, in which the amber is entangled. The fisherfolk—men, women and children—reap a paying harvest for a little time after a storm. Dantzig is the principal market for Prussian amber, and in 1895 about 100 tons of raw amber were worked up there—a decrease, however, as compared with the previous year, when the quantity was 140 tons. Almost all this amber was used in varnish-making.—Painter and Decorator.

A BLACK DIAMOND FILE.

"YOU seem to have some kind of a treasure there?"

The gray-haired old blacksmith had put the bulk of his tools carelessly away on their customary shelves, but one article he had wrapped in paper. About to deposit it in the corner of a chest with a stout lock, he halted the movement with a smile.

"I have," he nodded, "of the rarest kind."

"A memento, a keepsake, eh?"

"No, an old friend."

"Looks like some kind of a tool?"

"That's just what it is—A Black Diamond File."

He drew it out from its covering now, and he eyed it and he fondled it as if both memory and service had indeed endeared it to him through long association.

"A kind of tool," he repeated softly. "It is the kind you don't run across everywhere in these cheap, quick days, when everything goes, the kind that was made honest and acts honest. Once in a while an old fossil like me runs across an idea and clings to it like moss. This file is one of them. See here. In comes a man with a tool. It is new and pretty. It's this, it's that, everything that is right, he says. I get dazzled and buy, whack! comes a blow, and the tool breaks. This one does not. I bought that file on a representation that's held out. First, they said it would cut, and it cuts. They said it would last, and it lasts. They said it was standard. It's all that. When I have a friend that don't bend before a storm, that helps me through hard tugs and soft tugs alike, that stands every test and comes up smiling, what do I do? Treasure him, cherish him, treat him well; don't I? Well, that is the case here. I'd keep that old tool in velvet if it would show my appreciation any better. It is like having a friend and treating him as such. My temper-keeper is my "Black Diamond File."—Chicago Journal of Commerce.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

THEY TAKE THE LEAD . .

One of our customers sends us a clipping from the local newspaper showing how he advertises our Prepared Paints. He says: "We excel in Ready Mixed Paints, because we have the best. We can prove what we say, that the Sanderson Pearcy Paints we handle are far superior in every respect to anything of the kind made. Do not be misled by any claptrap to the contrary. We have handled and sold nearly all the brands and we know from experience which make gives the best satisfaction. The brand we had last season we shipped back in order to have the right article. Remember the brand —S. P. & Co."

SANDERSON PEARCY & CO., - Toronto.

THE SUCCESSFUL BUSINESS MAN.

I DO not know a more melancholy example of the human race than what is known as the highly successful American business man; the sort of man who "opens his daily life with his office key and closes it with a letter for the late mail," writes F. Hopkinson Smith in Business. He has, of course, secured what nine-tenths of the young men of this country wish they had—business success, a large amount of securities, ample provision for his family and a certain power in the commercial world. If he has escaped pitfalls and thus saved his character he has certainly incurred the envy of a large proportion of fellow men differently situated. To regain the good feeling of his fellows he has one thing left, and that is to turn philanthropist. In doing this he can recover, to a certain extent, that portion of the respect of his fellow human beings which is worth the having; but, as far as he is concerned, there is no other course left for him in life except either to keep on the same treadmill, accumulating and perhaps dispensing, or accumulating and becoming a miser, or to give it all up and begin to learn to live anew. If his life permits, that is, if it has not been worn out by too close application to work, he may probably before he is 60 go to the school of common sense and learn the joys of outdoor life—of flowers, music, art, literature, sympathy with his kind, a tender appreciation of everything there is in the world that makes life worth living. If he learns that successfully, the last ten years of his life—between 60 and 70—may be passed in comparative comfort. But how much wiser it would have been if, after he had accumulated enough money to pay his bills and keep his family—not in luxury, which, ten chances to one, would ruin his sons and injure the future of his daughters—he had packed away, both in his heart and theirs, the love for the things which would have made, not only the last ten years but all the years of his life lovely and happy! In other words, to sum it all up, I would rather have my little piece of pie every day I live than wait until I am so old my teeth won't chew it.

A BIG CYCLE ORDER.

The Star Cycle Co., Ltd., of Wolverhampton, have succeeded in obtaining the largest order for cycles on record. It comprises an aggregate of 25,000 machines, of which 15,000 are for the United Kingdom and 10,000 for the colonies. The chairman, Mr. Charles E. Shaw, M.P., at the statutory meeting of the company last week stated that the order had been given by responsible people, who had for some years been good customers to the company, and it had been offered and accepted in the ordinary way of business and at current trade prices. Mr. Shaw, in the course of an interesting speech, drew attention to the very inadequate arrangements made by the railway companies for the conveyance of cycles taken by passengers. They at present decline to carry cycles as part of a passenger's luggage. They make a special charge for it, carry it in a van with all sorts of heavy luggage and decline all responsibility in case of damage in transit.—Hardwareman.

UNSOLD AMERICAN CYCLES.

It is asserted, on what authority I do not pretend to know, that at the present time there are as many as 40,000 American-made cycles unsold in this country. The bulk of this stock is said to be held in London or its immediate vicinity. If the statement is correct it would seem that so large a number of unsold machines must constitute a very serious menace to the cycle trade in general, seeing that they cannot be held for an indefinite period by those who have them, and when it is decided to sell them they must descend like an avalanche upon the market. Probably the prices will be put down in order to clear them out, and the foreknowledge of that fact will not only keep down other values, but will also cause buyers to hold back. Personally I should like to see more exact figures and facts before implicitly crediting the report.—Vulcan, in Ironmonger.

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SMOKELESS POWDER UNION.

N. Y. JOURNAL OF COMMERCE says: "A general advance in the price of smokeless powder was put in effect on Saturday by nearly all companies in this city which handle the article. The advance is a sharp one, as it ranges from 10 to 20 per cent. It is of special interest, as it is expected to mark the close of a long period of severe competition. Attention was called in these columns on Jan. 6 to the fact that negotiations were on foot to bring about a union of competing interests and thus restore prices. This has now, it is believed, been accomplished. At all events, two of the leading companies, which were previously the most active competitors, have been consolidated into a single concern. These are the American E.C. company and the American department of the Schultze Powder Co. The main offices of both companies are in England, but these still remain independent. The Schultze company had no plant in the United States, but the American E. C. company had an establishment at Oakland, N.J., and this is now the property of the new American E.C. and Schultz Company. This is now an English concern, but it is understood that it will later be incorporated in this country. Each of the constituent companies, it is said, has one-half the stock in the new concern. When details of the arrangement have been completed, it is stated that all their powder for the American market will be manufacfactured in this country. At present, however, considerable Schultz powder is being imported, over 1,000 100 pound cases having come in recently on the steamer Michigan, this being, it is stated, the largest single shipment ever brought to this port.

"The following table shows the prices of the two companies before the consolidation, compared with those just adopted. The prices are for 'bulk' pounds, or in other words, the equivalent in bulk of one pound of black powder. The actual weight of this equivalent would be about 7 or 8 ounces, the smokeless powder being considerably lighter than black:

Quantity, bulk, pounds—	Former price.	New price.
1	$0 85	$1 00
10	8 25	9 00
50	41 00	43 50
100	82 00	87 00

"A discount of 25 per cent. is given to retailers and larger discounts given to wholesalers, so that the total advance is, it was stated, upward of 20 per cent.

"There are several American companies which also make smokeless powder, and the three leading ones, E. I. Dupont de Nemours & Co., the Laflin-Rand Powder Co. and the Hazard Co., have also advanced their prices to the basis just adopted by the American E. C. and Schultze Powder Co. These companies did not issue new price lists, the advance being made by reducing their discounts, which were previously 25 and 20 per cent. for retailers, and 25, 20 and 20 for wholesalers to 25 and 25 and 20 respectively. As the list price of single bulk pounds of smokeless shotgun powder was $1, it will be seen that the retail price has been advanced from 60 to 75c. per pound and the wholesale price from 48 to 60c. per pound (the prices being somewhat lower for larger lots).

"The American companies have not, it is stated, entered into any trust or pool with the American E. C. and Schultze Powder Co., and it is claimed by some that the American companies do not even have an agreement with that concern for the maintenance of prices. It was admitted by a representative of one company, however, that there was a virtual understanding among all concerned to observe the same prices. The American companies have worked together for several years. They also make a smokeless rifle powder, but that is not affected by the present advance.

"In addition to its interest in the new American E. C. and Schultze Co., the Schultze company some months ago, as stated in these columns at the time, secured an option upon a controlling interest in the stock of the S. S. Powder Co., a large English concern. Owing to legal complications, however, the S. S. Co. will be operated independently for some time. At the office of the S. S. Co. in this city it was stated that that concern had not advanced its prices, but that it would probably do so.

"The agents of the various companies apparently feel that the market for smokeless powder will now assume a much steadier tone. They claim that the present prices are not exorbitant, but that, on the contrary, the prices recently prevailing were extremely and in fact ruinously low."

ENGLISH VIEW OF THE CANADIAN TARIFF.

IT is safe to assert that no event of greater importance in a commercial sense has taken place for many years within the bounds of the British Empire than the new tariff law which has just been introduced by the Canadian Ministry. Canada is an integral and a most important portion of the Queen's dominions, but it is in the position of having only one neighbor, the United States, and that neighbor appears to take a particularly keen delight in tariff legislation which presses heavily upon Canada, although the latter country is the best customer of the American manufacturers. After many blows of this kind from the United States the Canadians have grown weary of making overtures of friendship to the Americans, and the new Ministry which has just come into power has courageously and wisely resolved to cultivate closer relations with the Mother Country, and has brought in a new Customs tariff which discriminates in favor of British goods to the extent of one-eighth of the duty for the first year, and one-fourth after July 1, 1898. Thus the first step towards Imperial Federation has been taken by the Dominion in a most practical manner; and if the British Government has the courage to back up its great colony there can be no question that not only will the results in this particular instance be beneficial, but that other colonies will follow suit. Canada gives British goods preferential treatment because Canadian goods come here on a free-trade basis. If other countries will reciprocate with Canada they also will have the benefit of the preferential tariff. It is held by the Opposition in the Canadian Parliament that the commercial treaties which exist between the United Kingdom and Germany and Belgium prevent Canada from discriminating in favor of the Mother Country, but the Canadian Government view is that the preferential treatment is offered to all countries which will reciprocate, so that the concession is not made solely to the United Kingdom. If, however, it should be found that these commercial treaties prevent our colonies from making arrangements of any kind with the Mother Country, they should be abrogated at the earliest possible moment. In that event we can only wonder at the crass stupidity which permitted such bonds to be imposed upon us and our colonies, and the still greater stupidity which has perpetuated and upheld the arrangement. British colonies have been created and founded by British brains, British pluck, British perseverance and British capital, and it is only fair and just that British trade should benefit. The French and Germans indulge in no such absurd and foolish generosity when they found or acquire colonies, but promptly clap on duties which discriminate heavily against all save their own countrymen. In our excessive devotion to what are supposed to be the "sacred" principles of free trade we have allowed all nations to be on the same basis as ourselves, although we bear heavy expenses for military, naval and other purposes on behalf of the colonies. It is to be hoped that this forward movement in Canada is but the beginning of a better state of things generally, and that at no distant date Great and Greater Britain will be trading together on a basis which will be fairer to all parties than the existing state of affairs. Exactly what the effects of the new Canadian tariff may be cannot be very accurately stated until we are possession of the details of the new duties. We send to the Dominion

about £1,000,000 worth of iron, steel, hardware, etc., anually, and as the duties on these goods are all reduced in the new tariff, apart from and in addition to the special allowance in our favor, we ought to be able to increase our exports very considerably in the near future. Other lines of goods, notably cotton and woolen manufactures, are even more favored than metals, and mining-machinery is put on the free list. * * * We congratulate Canada upon its splendid loyalty and its conspicuous courage, just as we may and should congratulate Britain and Britishers upon this auspicious inauguration of practical Imperial Federation.—Ironmonger, London.

NEW HANDLE-BAR ADJUSTMENTS.

AN Englishman has patented an invention for adjusting the handle-bar and saddle of a bicycle while the wheel is in motion. Of it he says: "By raising or depressing the handle-bar the saddle is shifted backward or forward, and at the same time is inclined to an angle suitable to any given position of handles. This is effected by means of a handle-bar working freely in the eye of the stem, and connected through a coupling rod to the front of the saddle or saddle frame. The arm carrying the saddle is formed of the arc of a circle. The handle-bar is retained in any given position by means of a spring latch on the bar, engaging into corresponding holes on the stem, or in a notched quadrant."

A new and useful invention has been recently patented by Mr. R. R. Bongard, a Toronto man, which will be greatly appreciated by wheelmen. It is designed to enable the rider to adjust his handle to any angle desired without dismounting. The mechanism is simple and can be attached to many of the handle-bars now in use; in some cases, however, new ones would be necessary. When the handle-bar attaches to the front post a ratchet and a dog are used, and by turning a thumb-screw once around the dog is released and the handle can be placed at such an angle as wished. A reverse turn of the thumb screw, which is immediately in front of the rider, fastens it securely. It is often desirable to change one's position when riding, both for rest and also to more easily propel the machine against a head wind. The present method of dismounting and using the wrench is very inconvenient.

BICYCLE TAX.

So far, only about 200 bicycle licenses have been taken out in Montreal although the tax became due on the first of the month. It is expected that a revenue of about $12,500 will be derived from wheels here this year. The bylaws passed recently will be enforced by the policemen on bicycles.

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ENCOURAGED THE ASSISTANT.

A TRADESMAN, says an exchange, was one day discussing his men with his junior partner, when the case of a young man in their employ who was known to be quite ignorant, and seemingly careless, as a great many mistakes were traceable to him, was canvassed. The junior partner urged his dismissal as he believed it would be for the better interests of the firm were his place taken by one more competent. The older man, knowing more of human nature and having more of genuine manliness in his heart, suggested that he be kept a while longer, and that he be encouraged a little and given a little advice. The young man was sent for, and an interview with the head of the house in his private office had the effect of greatly stimulating him to further effort. He was told plainly, yet kindly, of his faults, and how hard it was to endure them, and that the welfare of the business demanded an improvement. He was advised to begin a course of instruction at the night classes of a business college, and thereby gain a knowledge which would be of direct benefit to him. The result of this interview was that the young man realized his position as never before. He understood that he was a factor in the business, and that his employer had his welfare at heart and was anxious to help him. It gave him fresh courage and new hopes. He acted on the advice, and soon made rapid progress in his studies. With added knowledge he gained more confidence in himself and fewer mistakes were made by him. It was not long before this assistant became one of the most efficient and faithful of his fellows. Had the opposite course been adopted as suggested by the younger merchant, the assistant would have been dismissed, and with the feeling in his heart that "nobody cares for me" he would, no doubt, have gone down instead of upwards in life's duty.

COAL IN HALIBURTON COUNTY.

It has long been known that many valuable minerals are found in North Victoria and Haliburton counties, but perhaps it is not so generally known that anthraxolite coal is found in Haliburton county. That indefatigable prospector, Mr. Robt. Bradshaw, among his other discoveries, has just struck a splendid ledge of coal. The ledge is 30 to 35 feet wide, exposed for four or five rods, and runs from comparatively low ground in a slanting direction into the mountain. Mr. Bradshaw had Mr. Ayers, an expert from New York, up north Friday and he examined the place. The coal is as good, if not of better, quality than the recent Sudbury finds. Mr. Ayers says that the coal a very few feet down will be of very fine quality. Speaking for himself, he said that he would rather have options on land in the locality of the coal than on several supposed gold areas. The situation of the coal is only four miles from the railroad, and should Mr. Bradshaw's brightest hopes and those of the men interested with him be fully realized, it will mean a fortune for them and a godsend for the people of this district.—Warder, Lindsay.

B.C. MINING ACT AMENDED.

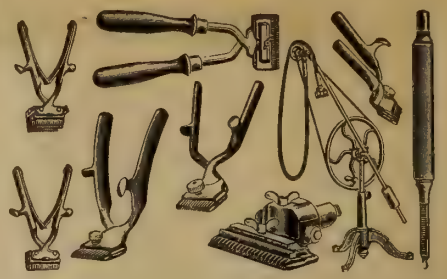
The Provincial Legislature has, by a vote of 19 to 10, passed a decisive change in the Mineral Act, under which any person requiring free miner's rights must not only be over 18, but also be either a British subject or else declare an intention so to become. The vote taken on the amendment was on party lines, and was curiously crossed. The premier, the Hon. Mr. Turner, voted for the change; so too did Attorney-General Eberts and Mr. Semlin, leaders of the Opposition, while three Ministers, in Col. Baker, and Messrs. Martin and Pooley, opposed it, as did also Mr. Cotton and Mr. Sword, two of the most prominent leaders of the Opposition. Messrs. Baker and Martin held that the change would discourage United States enterprise, which had done so much to develop the British Columbian mining country, but Mr. Semlin held that the change ought to come, and the sooner the better. Mr. Kellie, Government member for the Revelstoke district of West Kootenay, supported the amendment, and Mr. Hume, opposition member for South Kootenay, opposed it. "The change will be popular with Canadian and British born residents of British Columbia," says an exchange, "but the United States miners will not relish this adoption by the Pacific province of their own western states policy of preferring the subject, native born or naturalized, to the alien, as regards the obtaining of the most valuable privileges."

TRADE AT ARTHUR.

Mr. D. Brocklebank, hardware merchant, Arthur, spent Thursday in Toronto on business. During a brief conversation with HARDWARE AND METAL he stated that the hard times experienced in some parts of Ontario had not been felt in and about Arthur. "You see," he explained, "stock-raising is our staple farm industry, and fair prices have been ruling in that line. Some of our farmers reckon that by feeding their oats instead of selling that they have been getting equal to 50c. per bushel for them."

"How are building operations?"

"Well, they are perhaps not as brisk as in some other years, but a good many barns are being built this spring," he replied.



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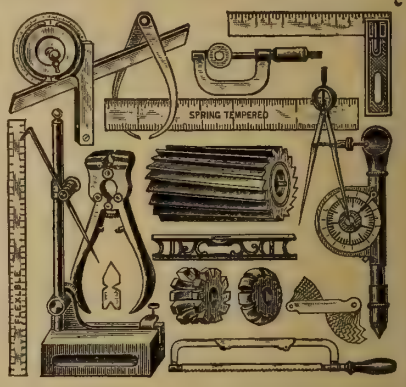

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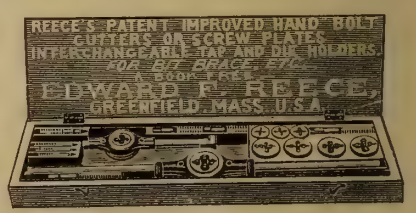

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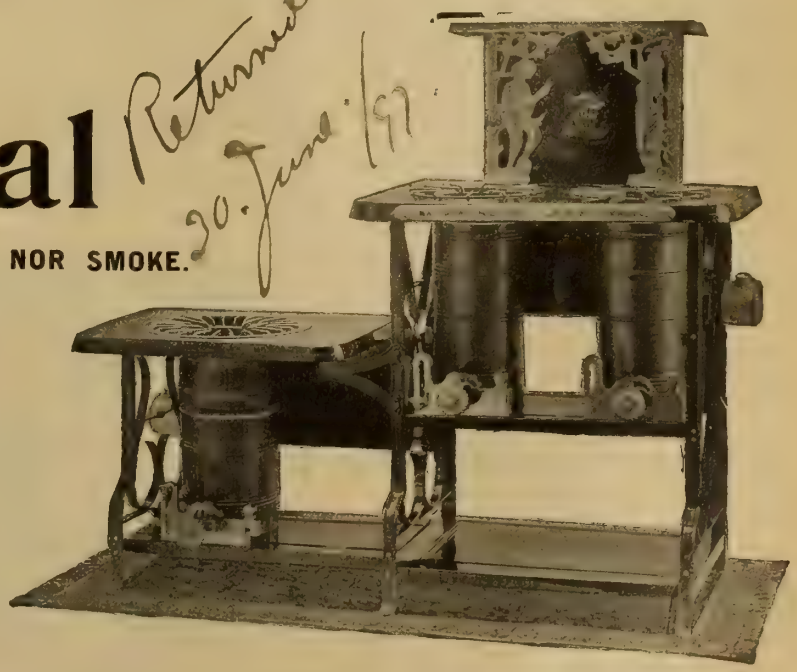

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SOLE CANADIAN AGENTS.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 14, 1897.

HARDWARE.

THE situation shows very little change during the past week. The feeling is still unsettled, but no further change has taken place, and the week, on the whole, has been a quiet one. The demand for all lines is only fair for this season of the year, and the volume of business is not up to the average.

BARBED WIRE—Prices are unchanged at the decline noted last week. The basis now is $2.60 per 100 lbs. f.o.b. Montreal for Quebec, and $2.50 f.o b. Toronto, Hamilton and London for Ontario, with the terms of delivery as before.

ORDINARY FENCE WIRE—In this line the situation is as reported last week, no agreement having been arrived at by makers yet. Discounts: 25 per cent. off the list 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—The discount on coppered spring, tinners' coppered iron, etc., is unchanged at 25 per cent.

WIRE NAILS—Prices are about steady at the recent sharp decline. The base price on C.L. is $2, and L.C.L., $2.10.

CUT NAILS—Demand fair and the base price is unchanged at $2.15 f.o.b. Montreal.

HORSE NAILS — The demand is slow, with discounts 50 per cent.

HORSESHOES—A fair number of orders coming forward at steady prices. We quote f.o.b., Montreal : Iron shoes, $3.25 ; steel shoes, XL 3 and 4, $4.50 ; ditto 0 and 2, $5.25 ; assorted, $5 ; steel toe weights, $5.50.

SCREWS—Trade moderately active, with no change to note. Discounts are: Flat head, bright, 80, 10 and 10 ; round head, bright, 75, 10 and 10 ; flat head, brass, 77½, 10 and 10 ; and round head, brass, 72½, 10 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—There is no change in these lines, the movement being about the same. Discounts range from 10 to 12½ per cent.

BOLTS—The demand for bolts is fair and no further change is noted in discounts : Common bolts, 3-16, ¼ and 5-16, 70 per cent.; ditto, ⅜, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 70 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS—The feeling in rivets continues unsettled, but no alteration has yet been made. Discounts are as follows : Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—The demand is limited, and the market is still unsettled. We quote: Sisal, 5¼ to 5½c. for 7-16 and upwards, and manilla, 6¾ to 7c. for 7-16 and upwards, and 7 to 7¾c. for smaller sizes.

CHURNS AND WRINGERS—Sales are slow and business quiet at the same basis.

SPADES AND SHOVELS — Owing to the unsettled feeling that prevails buyers continue to hold off.

TOOLS—Demand quiet with no change as yet in prices to note.

BUILDING PAPER — Market quiet and prices unchanged. We quote: Plain building, 30c. ; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—Business quiet and discounts unchanged.

HINGES — There is no change, prices ranging from $2.50 to $3.60.

CUTLERY—Orders continues to come in fairly well and dealers report business fair.

WIRE SCREENS—Moving fairly well in a small way.

SPORTING GOODS—The demand is fair for ammunition and firearms.

CEMENT—The market is quiet for the season at firm prices. We quote ex wharf on this account : English, $2 to $2.10, and Belgian, $1.90 to $2.

FIREBRICKS—Demand fair at $16 to $21 per 1,000, ex wharf.

METALS.

There continues to be a good demand for heavy metals and importers report quite an improvement in the volume of business since navigation has been opened. The general feeling in all lines is steady and prices show no material change.

PIG IRON — Further sales of some fair sized lots are reported. We quote as follows : Hamilton, $18.25 to $18.50 for No. 1, and $17.25 to $17.50 for No. 2; Ferrona, $17 to $17.50; Siemens, $17 to $17.50 ; Summerlee, $20 ; Carron, $20; Ayrsome, No. 1, $19 ; Eglinton $18, and Carnbro', $18.

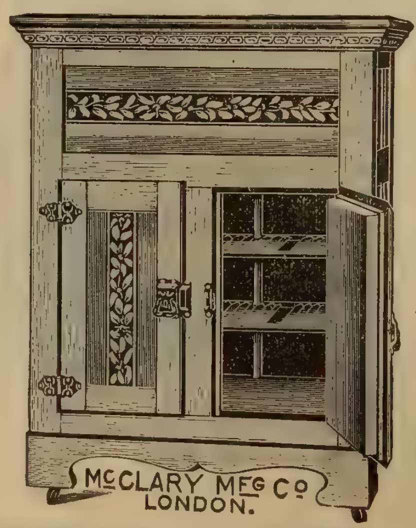
BAR IRON—The feeling continues unsettled, but $1.45 is a fair basis.

BAND IRON — Prices steady at $1.75.

HOOP IRON—Sales of small lots are reported on the basis of $2.25.

SHEET STEEL—Unchanged at $2.60 to $2.70.

A GOOD Refrigerator



is a comfort while a poor one is not worth house room. **We guarantee ours satisfactory.**

Made of seasoned hardwood strongly put together and handsomely carved. Zinc lined and charcoal sheathed. Bronze locks and hinges, strong and of unique design. Ice racks and provision shelves strong and serviceable. Entire refrigerator easily cleaned.

The system of circulation, ventilation and insulation ensure a pure, dry, cold air.

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THE BEST AND PRICES THE LOWEST
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MONTREAL

SHEET IRON—Demand steady for small quantities at $2.50.

GALVANIZED IRON—Without change at $4.50 to $5.50, as to grade.

TINNED IRON—The demand is limited at $5.50 up to 20 gauge.

LEAD PIPE—A fair trade doing at 7 to 7½c. Discounts, 30 and 5 off.

PIG LEAD—The market is firm at $3.25 to $3.50.

INGOT TIN—Unchanged, at 16 to 16½c.

INGOT COPPER—Sales are reported of some small lots at 12 to 13c.

IRON PIPE — Quiet and steady. Discounts are: ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—Values are easy under a small demand at $2.50 to $2.60.

TERNE PLATES—Moving fairly well at $6 to $6.25.

TIN PLATE — Demand fair at steady figures. We quote: Coke, I.C., $3 to $3.20; charcoal, I.C., Allaway, $3.25; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X,, $4.50.

BOILER PLATE—In better demand at $1.90 to $2.

SOLDER Meeting with a good sale at 12 to 13c.

SHEET ZINC — Unchanged and selling fairly well at $5 to $5.25.

SPELTER—Demand fair and prices steady at $4.50 to $4.75.

ANTIMONY—Quiet and steady at 10c.

SCRAP IRON—Without any new feature.

GLASS.

The feeling is easier, but no actual change has taken place yet. We quote: First break, $1.35, and second, $1.50 per 50 feet; third break, $3.30 per 100 feet.

PAINTS AND OILS.

This branch of trade is at present in the height of the season, and makers all report business good. Ready-mixed paints of all kinds are especially active; white lead, which has during the spring been handled cautiously, is now in active request, and the stock in dealers' hands is believed to be light; prices generally are steady with a tendency to firmness. The arrivals of full supplies of linseed oil have eased the price, and we are able to quote 1c. less. With a somewhat improved market in England no further reduction can be looked for. It is probable that with the absorption of present arrivals the price will again improve. Turpentine, owing to increased arrivals at shipping points, is quoted 1c. lower.

WHITE LEAD—Active, with a firmer tendency. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Arrivals are all taken up,

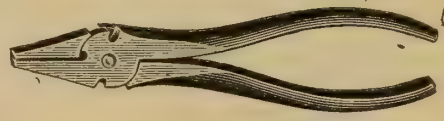
BABBIT

Small or Large Quantities
Every Quality
HARRIS
Headquarters for Mixed Metals

W. G. HARRIS
25-31 William St. - Toronto
TELEPHONE 1729

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

THEILE & QUACK
. . BEST FORGED . .
Telegraph Plyers



LAMPLOUGH & McNAUGHTON
MONTREAL

AT LAST
Rawhide WHIPS
that will positively keep their shape. Our NAPOLEON and MONARCH are the straightest and most durable
. . WHIPS . .
made. Send sample order. Satisfaction guaranteed. Superior construction. Moderate prices. Patented and made only by
HAMILTON WHIP CO.
119, 121, 123 Mary Street - - Hamilton
Whips of every description.

and the market is again bare of stock. Pure, 3¾c. in casks, 4c. in kegs, and No. 1, ¼c. less.

LIQUID PAINTS — House, floor, buggy, varnish and all descriptions of prepared paints are actively enquired for at our quotations.

PUTTY—In demand and without alteration in price.

SHELLAC—Stocks are light, with a good demand for pale orange; case lots, 24c. per lb.

PARIS GREEN—Is more enquired for with the approach of the consuming season, and better prices are expected; meantime we repeat.

DRY COLORS—Oxides, Venetian reds and other Canadian mineral colors are being shipped freely.

LINSEED OIL—With full supply prices are quoted 1c. lower. Raw, 42c.; boiled, 45c.; 5-barrel lots 1c. per gallon less.

TURPENTINE—Prices have declined 1c. to 43c. in single barrels and 42c. 5-barrel lots.

VARNISHES—All descriptions in fair demand.

SEAL OIL—The feeling is easier at 47 to 49c.

NAVAL STORES—Quiet and unchanged. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

ASHES.

The market is quiet and steady. Wequote: First pots, $3.30 to $3.35, and seconds, $3 to $3.05. Pearls are nominally quoted at $4.50.

PETROLEUM.

The market is steady at last week's decline. Canadian, 14½c. car lots and 15½c. for smaller quantities. American—prime white 17c. in car lots; water white, 18½c., and astral, 20½c.; smaller lots 1c. advance on these figures.

HIDES.

A decline of 1c. per lb. in the price of beef hides has taken place. We quote: No. 1, 8c.; No. 2, 7c., and No. 3, 6c.

ONTARIO MARKETS.

TORONTO, May 14, 1897.

HARDWARE.

PRICES have got down to a more settled basis on lines affected by the recent changes in the duty, but there is still more or less disquietude. During the week cut nails have been reduced 30c. per keg, screws about 40 per cent., and the discount on tire bolts has been increased. The volume of business is much about the same as a week ago. Both barb wire and wire nails are said to be getting in light supply on the local market, the makers having reduced their output. There is very little doing in ordinary fence wire. A great many enquiries are being received for wire nails. The demand for spades and shovels keeps good. The same remarks apply to harvest tools. Poultry netting is going out freely.

BARB WIRE, ETC.—Some difficulty is being experienced in procuring any quantity of either barb wire or plain twist in Toronto, stocks getting low on account of the makers having ceased manufacturing. We quote: $2.50 per 100 lbs. Ontario and $2.60 Quebec, with terms and deliveries as before. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE—There are very few orders coming in even at the reduced price. This may be partly accounted for by the fact that a great many merchants were compelled to purchase before the new tariff was brought down. Discounts, 27½ per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC. — The situation is much as before. We quote: Tinners', coppered iron, and coppered spring, discount 27½ per cent. f.o.b. Toronto, Montreal, Hamilton and London; freight prepaid on 1,000 lbs. to points where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Enquiries are coming in freely for both carload lots and lesser quantities. Some difficulty is being experienced in securing supplies, as the local manufacturers are not making for stock. Prices are somewhat unsettled; some houses quoted f.o.b. Pittsburg plus duty and freight, while others quoted $1.94 for carload lots and $2.04 for lesser quantities delivered Toronto, Hamilton, London. The ruling idea appears to be $1.94 for carload lots and $2.04 for lesser quantities delivered at Toronto, Hamilton, London and points where freight rate is the same from U. S. manufacturing centres as to these cities; other places, excess of freight is added.

CUT NAILS—The base price has been reduced by 30c. per keg, being now quoted at $1.95, with freight pre-paid on 10 keg lots to points where the rate does not exceed 25c. per 100 lbs.; carload lots 5c. per keg less.

HORSE NAILS—Scarcely anything doing; discount, 50 per cent.

HORSESHOES—Without improvement. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—A reduction of about 40 per cent. has been made in the price of screws on account of the change in the duty and the low prices ruling in the United States. Discounts are now: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Trade is quiet. Discounts, 10 to 12½ per cent.

BOLTS—A reduction in the price of tire bolts has followed the reduction made last week in some of the other lines. Business is only fair. Discounts are: Common bolts, 3-16, ¼, ⅜ and 5-16, 70 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.: machine bolts, 70 per cent.; coach screws, 77½ per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS — Business is quiet and prices unchanged. Discount, 17½ per cent.

RIVETS AND BURRS—Trade is quiet. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—Business is much about the same as last week and prices are without further change. We quote: Sisal, 7-16 in. and larger, 5¼c.; ¼ and 5-16 in., 6¼c.; ⅜ in., 5¾c.; 3-16 in., 6¾c. Manilla, 7-16 in. and larger, 6⅞c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅞c.; 3-16 in., 8⅜c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

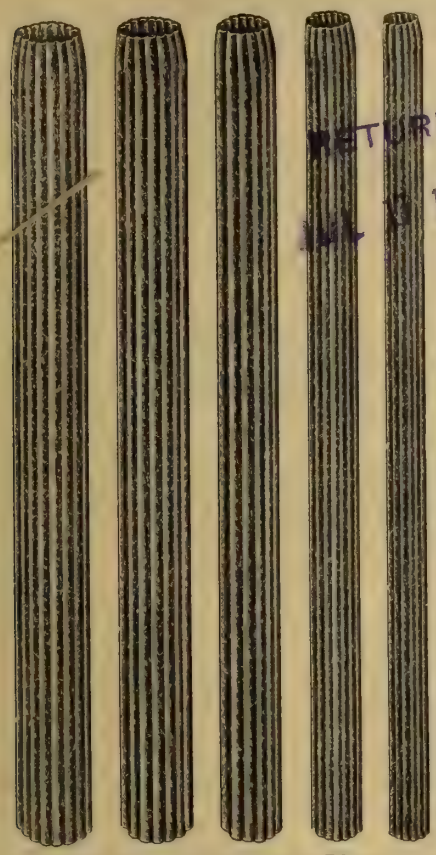
CHURNS--Quiet and featureless. Discounts: 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Quiet. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

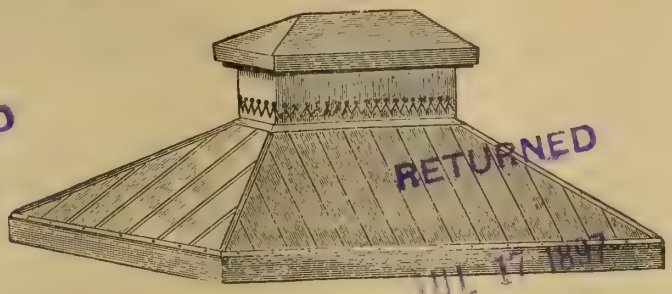
SPADES AND SHOVELS—The demand is much as before, still being brisk, and it is for a general assortment. Discount, 45 per cent.

HARVEST TOOLS—A good lively trade is still to be reported. Discount 60 and 10 per cent.

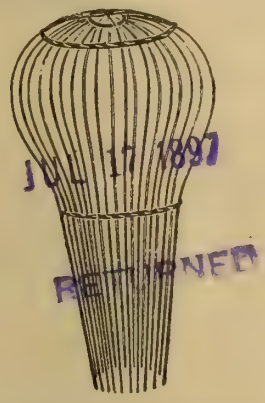
EVERYTHING pertaining to the SHEET METAL TRADE is manufactured by us.



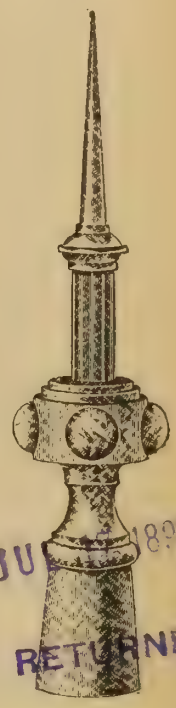
Corrugated Conductor Pipes.
8-foot lengths.
Sizes 1, 2, 3, 4, 5 and 6-inch.
Cheap as a common round pipe.



Skylights of all Descriptions.
Made any size desired, at right prices.



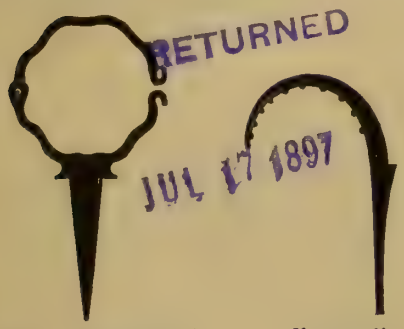
Strainers. All Sizes.



Finials.

Half Round Eavetrough. All sizes—8-foot length.

Ogee Eavetroughing. All sizes—8-foot length.



Hinged Corrugated Hooks.

Neverslip Hooks.

J. H. Ashdown, Esq.
Winnipeg

Agent for Manitoba and N.W.T.

Galvanized or Copper Cornices. Any design at proper prices.

The Pedlar Metal Roofing Co.

LIVE REPRESENTATIVES WANTED.

Head Office and Works, OSHAWA, ONT.

BUILDING PAPER—The demand has fallen off during the week. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Trade is quiet. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—Trade in both tinware and enamelled ware continues good.

HINGES — Business is much about the same as a week ago. We quote: Screw hook and hinge, 6 to 10 inch, $3.40 to $3.50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—Business is quiet and featureless.

SPORTING GOODS — There is yet no stir in this line of trade.

SCREEN DOORS AND WINDOWS — Are still in good demand.

POULTRY NETTING — Is going out freely. Discount, 67½ per cent.

GREEN WIRE CLOTH — Trade is only steady. We quote: $1.35 per 100 square feet.

GARDEN HOSE — These are moving out nicely. We quote: Standard brands, 72½ per cent.; "Competition," or "Trade," 77½ per cent.

CEMENT—Business is moderate. We quote in car lots: Canadian Portland, $2.50; English do., $2.75; Belgian do., $2.50; Canadian hydraulic cements, $1.10.

METALS.

The metal trade has developed a little more activity during the week. Prices are much as they were before.

PIG IRON—A little business has been done in United States iron this week. Quotations, Toronto, are: Southern soft, $15.50 for No. 1, and $15.15 for No. 2; Southern foundry, $15.75 for No. 1; $15.25 for No. 2, and $15 for No. 3.

BAR IRON—Dull and easy at $1.45 to $1.50 for base price.

SHEET STEEL—Trade has improved a little during the past week. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON — No further improvement can be noted. We quote: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—The increased business noted last week shows further improvement. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON—Orders have been a great deal better during the week, but stocks, especially in the larger sizes, are low. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Lead pipe has been moving more freely on country account. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—The price has been reduced slightly, the discount now being 60 and 10 per cent. instead of 60 and 5 per cent., as formerly.

PIG LEAD—A fair trade is being done. We quote: 3⅜c. in ton lots and 3½c. in small lots.

INGOT TIN—Stocks are low, while the demand is good. We still quote: 16¼ to 16½c.

INGOT COPPER—Trade is on the whole quiet. We quote: 12⅝c. in large lots, and 12⅞c. in small lots.

SHEATHING COPPER—Trade continues quiet. We quote: Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE—A new departure has been made in regard to iron pipe, prices now being quoted at net figures. We quote per foot net: Wrought, ¼ to ⅜-inch, 1⅞c; ½-inch, 2⅜c.; ¾-inch, 2⅞c.; 1-inch, 4c.; 1¼-inch, 5¼c.; 1½-inch, 6¾c.; 2-inch, 9¼c. Galvanized, ½-inch, 4c.; ¾-inch, 4¾c.; 1-inch, 6¾c.; 1¼-inch, 10¼c.; 1½-inch, 11½c.

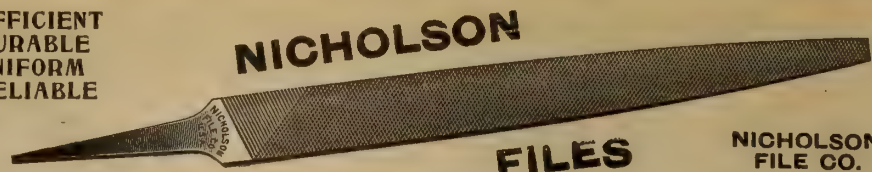
BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Business keeps fair. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES —Shipments from stock have been a little better. Prices are unchanged. We quote: Half-polished, 52 sheets, $2.50; and all-bright, $3.

TIN PLATES — Trade has improved a little during the past week. Prices are firm. We quote: Cokes, $3.15 for 14 x 20; do. squares, $3.25 to $3.50; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

EFFICIENT
DURABLE
UNIFORM
RELIABLE



NICHOLSON FILE CO.
Providence, R.I., U.S.A.

The Marlin Repeater
Model 1894

Has a Solid Top Receiver and Ejects at the Side.

It is at once the safest and most convenient, while also combining in a superlative degree the essentials, **strength and simplicity**, owing to the fewness of parts and the consequent general solidity. It is of course made in all styles. Two popular calibres are the

AND

These are two of the sizes of the Model 1894. All lengths and styles of barrel and magazine. Regular and Take Down. Send for catalogue to

THE MARLIN FIRE ARMS CO.
For Sale by all Jobbers. NEW HAVEN, CONN., U.S.A.

To Whet a Scythe...
properly requires a good Scythe Stone.
Pike's BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND
are positively *Scythe Stones* the best on earth.
Pike's Lily White Washita OIL-STONE has no equal for mechanics' tools.
WRITE FOR PRICES
The Pike Mfg. Co., Pike Sta., N.H.

A. ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

FR[illegible]. SCHOLES, Man. Dir.
J. J. McGILL, Gen. Mgr.

Canadian Rubber Company

OF . .
Montreal
Toronto
and
Winnipeg
Capital, $2,000,000
. . Manufacturers of the . .

Highest Grade Rubber Belting

MADE IN AMERICA.

Specially Adapted for Use in Lumber Mills, Pulp Mills, Etc.

Western Branch: Cor. Front & Yonge Streets, TORONTO
J. H. Walker, Mgr.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

. . . LONDON, ONT.

Dealers and Importers of

Linseed Oil
Spades and Shovels
Harvest Tools
Window Glass
Cut Nails
Wire Nails Binder Twine
Cordage
Chain
White Lead
Building Paper
Galvanized Iron

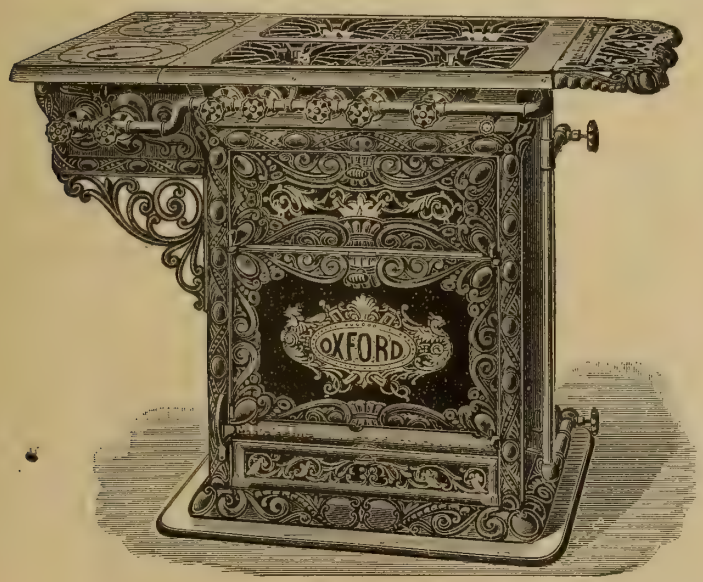
Also full lines of Butler's, Rodgers' and Askham's Cutlery, German and English Razors, Carvers, Pens and Pocket Knives

QUICK SHIPMENT. CLOSE PRICES. LARGE STOCKS

OXFORD GAS STOVES

400 AND 500 SERIES

New and Original Design for Season of 1897. **Every one Sold Helps Sell Another.**



. . . FEATURES . . .

- Largest Oven Made
- Spring-Balanced Drop Oven Door
- Flush Top Surface
- Removable Griddles over each Burner
- Improved, Powerful Cast-Iron Burners
- Automatic Oven Burner Lighter
- Bodies Japanned and Baked Inside and Outside and Asbestos Lined
- Powerful Water Heater
- Drilled or Sawed Burner as Desired
- Perfectly Adjusted Needle Point Valves
- Simmering Burner with each Range

We manufacture this range with Single Oven, Single Oven and Water Heater, Double Oven (one Roasting and Baking Oven, and one Broiling and Toasting Oven), and Double Oven and Water Heater. We are the originators of this style range with **BROILER OVEN ON TOP,** the convenience of which will be at once appreciated.

Roasting and Baking Oven 18x18x12
Broiling and Toasting Oven 18x18x6
A First-class Range. Reasonable in Price.

Send for Illustrated Catalogue and Price List.

The Gurney-Foundry Co. Ltd., - Toronto

We are Sole Agents for Canada for Quick-Meal, Gasoline and Blue-Flame Oil Stoves.

The Gurney-Massey Co. Ltd., Montreal

COIL CHAIN—Business is quiet. We quote: ¼ in., 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

SHEET ZINC—Very little zinc sheet is to be had in Toronto, and the demand exceeds the supply. Prices are firm. We quote: Cask lots, 5¼c.; small lots, 5½c.

TERNE PLATES—No fresh stocks have arrived, and the demand in western Ontario exceeds the supply. We quote: I C, $6; I X, $8.

ZINC SPELTER — Nothing doing. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Trade is good. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

Business continues quiet, with No. 1 wrought scrap a little easier. We quote: Agricultural scrap, 40c. per cwt.; machinery cast, 42½c. per cwt.; stove cast scrap, 25c.; No 1 wrought scrap, 40 to 45c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

There is still but very little doing in window glass, but jobbers appear disposed to maintain, for the present at any rate, the old quotations. In plate glass a fair trade is being done. We quote window glass: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto and Hamilton; in London the price is 5c. per box more for star and 10c. more for double diamond in 100-foot boxes than at the latter points.

PAINTS AND OILS.

Briskness is still the feature of trade in ready-mixed paints. Turpentine and linseed oil continue in good demand. Linseed oil in both the United States and England is a little firmer in price. At the figures now ruling outside raw oil could not be laid down in Toronto at less than 39½c. in carload lots. At the present prices ruling in England purchases cannot be made for forward delivery. Business is improving in varnishes, and a fair business is being done in glue. White lead is in good demand, and red lead is still scarce. Paris green is in fair demand, business having improved in this article, as well as in copper sulphate, during the week. A scarcity of castor oil is still to be noted. Payments are fairly good.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; Boiled, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 44c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

SEAL OIL—Is quoted at 5½ to 6c. and yellow seal at 4¼ to 5c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per b.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

PETROLEUM.

Business is moderate. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Linseed oil is firmer in the outside markets.

The visible supply of tin increased 3,000 tons in April.

Wood screws have been reduced in price about 40 per cent.

Wrought and galvanized iron pipe is now quoted at net figures.

The discounts on tire bolts has been increased to 70 and 5 per cent.

The discount on soil pipe has been increased to 60 and 10 per cent.

Cut nails have been reduced 30c. per keg, being now quoted on the basis of $1.95 in less than carload lots.

Mr. W. S. Leslie, principal of the firm of A. C. Leslie & Co., Montreal, was in Toronto on Friday on business.

F. C. Boles, formerly in business in Ingersoll, is opening up with a general line of hardware at Trail, B.C.

Sanderson Pearcy & Co. have received a shipment of English varnish, which is put up in all the regular sized packages.

Sanderson Pearcy & Co. will, on Saturday, move back into their old offices and warehouse at 61 to 65 Adelaide street west, from which they were driven by fire on February 16.

THE CANADIAN HARDWARE AND METAL MERCHANT, published at Montreal and Toronto, Can., issued an especially fine trade number May 1, which is indicative of commendable enterprise on the part of its publishers, and the advertisements speak highly of the public spirit of iron and hardware manufacturers and business men of Canada.—Chicago Journal of Commerce.

UNITED STATES MARKET.

NEW YORK, May 14, 1897.

PIG TIN—London cables came 7s. 6d. higher and made more compact the firmness in prices that has been gaining headway for a few days past in the face of complete stagnation in the speculative branch of the local market. For lots of 5 tons or more, about 13.35c. on dock, or 13.40 to 13.45c. free on board were generally named as having been the inside figures.

COPPER—Efforts to work larger business through regular channels are being fairly well rewarded, but we fail to learn that products have secured better prices than the basis of 11c. for Lake. The tendency generally is to quote higher, however, or on the basis of 11⅛ to 11¼c. for Lake Superior ingot. Casting brands were quoted at 10½ to 10¾c., and electrolytic sorts could have been easily secured at the inside rate. London cables quoted as high as £40 10s. for merchant bars, prompt delivery.

PIG LEAD—The market here remains very quiet. There is no speculative movement here and trade demand continues slow. Prices are slightly irregular, with 3.32½c. named as being top notch at pre-

WANTED.

WANTED — HARDWARE, STOVE AND TINware business; terms cash A. B. Noble, Shelburne. (22)

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

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ADVERTISE anything, ANYWHERE
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SCALE MANUFACTURERS
587 St. Paul Street
. . MONTREAL

All kinds of Scales made and repaired.

Write for Catalogue.

sent, and buyers at over 3.30c. very scarce. Sellers are asking 3.35c. upward, according to delivery. London cable quoted at £11 16s. 3d. for soft Spanish.

St. Louis, May 12.—Pig lead firm at 3.10c. for Missouri and 3.15 to 3.17½c. for desilverized.

Spelter—The market remains quiet, but prices are held very steady at 4.15 to 4.25c., according to brand. London cable was £17 3s. 9d. for good ordinary brands.

St. Louis, May 12.—Market firm. Sellers ask 4.00 to 4.05c.

Antimony—There is a fair business only, but prices remained firm at 7 to 7¼c., according to brand.

Tin Plate—The market remains in a quiet condition and prices continue weak, but are without radical change.

Iron and Steel—The markets generally remain in rather poor shape, with merely fair business, and prices rather weak all along the line.

MANITOBA MARKETS.

Winnipeg, May 14, 1897.

TRADE is rather quiet as farmers are still busy, and mining trade has scarcely opened as yet. In another ten days there should be quite a boom in mining tools and outfits.

Barbed Wire—Market price, $2.85 per 100 lbs., but in a few cases price has been shaded for carload lots.

Wire Nails—New price, $2.75, with new list of Canadian extras.

Cut Nails—Proportionate reduction has been made on $2.60 basis.

Horse Nails—45 per cent. discount.

Horseshoes— $4 for ordinary brands, and $4.25 for snowshoe.

Screws—Flat head, brights, 80 and 10 per cent.; round head, brights, 77½ and 10 per cent.; flat heads, brass, 77½ and 10 per cent., round heads, brass, 77½ and 10 per cent.

Bolts—Carriage bolts, 60 per cent., and tire bolts, 60 per cent.

Nuts—⅜ and larger, 2½ to 3c. discount.

Cordage—Sisal rope, 7-16 in. and larger, 6c. lb.; ⅜, 6½c.; ¼ and 5-16, 7c.; manilla, 7-16 and larger, 7½c.; ⅜, 8c.; ¼ and ½, 8½c.

Harvest Tools—60 and 60 and 10 per cent. discount.

Axes—$6 and $8 per doz.

Building Paper—Cyclone or Anchor brand, 60 to 65c. per roll; Cyclone or Anchor brand, tarred, 75 to 80c.

Green Wire Cloth—$1.50 to $1.60 per 100 square feet.

Poultry Netting—2-inch mesh, 60 to 65c. per 100 square feet.

Bar Iron—Reduction in price to $2.15 per 100 lbs. has taken place.

Galvanized Iron—American, 24 gauge, $4 to $4.25; 26 gauge, $4.25 to $4.50; 28 gauge, $4.50 to $4.75.

Sheet Iron—$3.75 to $4.

Canada Plates—$3.50 to $4 per box.

Tin Plates — I. C. charcoal, Allaway brand, $4.50 per box; I.X., $5.50; I.C., charcoal P.D., Crown brand, $5; I.X., $6 per box.

Sheet Zinc—6 to 7c. per lb.

Wrought Iron Pipe—To 2 inch 65 and 67½ per cent.; over 2 inch 67½ to 70 per cent.

Lead Pipe—$5.25 per 100 lbs.

Pig Lead—$4 to $4.50 per 100 lbs.

Soil Pipe and Fittings—50 to 50 and 10 per cent.

Portland Cement — Canadian, $3.75 per barrel; English, $4 per barrel; Johnson, $4.25; Calcine plaster, $3.25 per barrel.

HARDWAREMEN AND BICYCLES.

In a very short time the hardware store that has not one or two different makes and grades of bicycles will be looked upon very much the same as the grocery store that has no soap. This was brought very forcibly to our notice in conversation with Caverhill, Learmont & Co., Montreal, one of the largest wholesale hardware houses in Canada.

Last year they took the agency for the Cavalier and Pelham wheels, pretty much as an experiment. Much to their surprise, they sold nearly 600 wheels, most of them going out in May and June. This year they have already sold nearly double that number, and the indications are that before the season is over they will sell four times the number they did in 1896. Nine-tenths of their sales are made direct to the hardware store, and it is expected that in two or three years from now there will be few, if any, other stores handling wheels.

Caverhill, Learmont & Co. have had to rent a large store on St. Peter street for their wheel department. They keep experienced machinists and packers, and every wheel is carefully examined before being shipped.

BICYCLE TUBING IN THE STATES.

N.Y. Journal of Commerce: A leading manufacturer of bicycle tubing said yesterday that the progress recently made in this comparatively new industry for the United States bids fair to be as large as any of the competing countries. American manufacturers are exporting tubing in competition with England and Germany. The home consumption is so great, however, that practically few makers are seeking export trade, yet, were they to extend their transactions to the export field, such as the two aforesaid countries do, they would find it profitable. In 1895 this country was importing from Great Britain on an average about $225,000 worth of bicycle tubing every three months. To-day the import of tubing is practically extinguished. In 1890 there were some 17 bicycle manufacturers in the United States. The latest computation gives the number at upwards of 700, with an output of 1,300,000 wheels every year. Of this number a little over 25 per cent. are for export. This year's export, judging from what has been already done, will be much larger.

LONDON BOARD OF TRADE.

These are the new officers of the London Board of Trade:

President—A. B. Greer.

Vice-President—W. A. Gunn.

Secretary-Treasurer—J. A. Nelles.

Council—Messrs. W. R. Hobbs, W. J. Reid, John McClary, John Campbell, John Bland, J. S. Pearce, C. W. Leonard, John Bowman, T. H. Smallman, A. M. Smart, Wm. Yates, J. W. Little.

Arbitration Board—Messrs. J. D. Saunby, J. Mattinson, A. St. L. Macintosh, D. W. Blackwell, C. H. Elliott, D. S. Perrin, R. Inglis, S. Stevely, P. Pococke, J. H. Ginge, L. H. Ingram, Jas. A. Kennedy.

Board of Examiners—Messrs. J. Sutherland, C. B. Hunt, J. S. Pearce, J. D. Saunby, E. B. Plewes.

Western Fair Representatives — A. B. Greer, John Bland, T. H. Smallman, John Bowman, Wm. Yates, J. W. Little, W. J. Reid.

Railway and Municipal—A. M. Smart, C. S. Hyman, J. H. Ginge, J. W. Little, John Campbell, C. W. Leonard, S. Sterling, T. H. Smallman, John Forrestal, Robert Reid, jr., John Labatt, A. W. White, J. R. Minhinnick, Sir John Carling, T. S. Hobbs, M.P.P., W. A. Gunn, Jas. Cowan, L. H. Ingram, B. J. Nash, John Pigot, W. J. Saunby, R. C. Struthers, John McClary, D. W. Blackwell, F. A. Fitzgerald, W. M. Gartshore, John Bland, W. C. Allen, A. M. Smith and John Bowman.

PERTH STEEL WHEEL WORKS.

The Facer Forged Steel Car Wheel Co. of Perth, Ont., has commenced operations and successfully finished a forged steel wheel for a railway car. This company operates under the Facer patents granted by the Dominion of Canada. The process consists of forging a car wheel from an 850 pound ingot, 60 per cent. carbon, the same quality of steel as used in making the best quality of steel tires. The process, which is very simple, was witnessed by hundreds of people of Perth, Lanark, Brockville, Carleton Place and adjacent places. The officers, directors and stockholders of the company were entirely satisfied with the results. Mr. P. P. Salter, the vice-president of the company, had his coat off and sleeves rolled up working with the steel workers, who were brought in from Phidadelphia to assist in the work. The company intends putting in additional machinery at once and putting up a steel plant in the near future with a view of making all the steel used in the manufacture of steel wheels for steam roads and trolley cars.

Plumber and Steam-Fitter

THE ACTION OF WATER ON LEAD PIPES.

At a meeting of the Yorkshire Medical Officers of Health at Huddersfield, some communications were read on this subject. Dr. Evans, of Bradford, pointed out the chemical action of water upon lead service pipes, and said that if lead were dropped into carefully distilled water and left for a time, at the bottom would be found a white precipitate, which, on examination, was found to consist of oxide of lead and hydrate of lead, generally known as oxy-hydrate of lead. The solution of this in the water was a subsequent process. This oxy-hydrate of lead, he believed, was due to the action of the oxygen in the water upon the lead pipe that might be exposed to its influence. But, it might be asked, "Where did the oxygen come from?" because the water was not decomposed. He had come to the conclusion that the oxygen was produced by being actually dissolved in the water itself, while it might also be due to the presence of oxidising agents in the water itself, however carefully distilled. Dr. Whitelegge (of the West Riding County Council) said that he had been watching for the last two or three years, experimentally and otherwise, the action of a number of water supplies upon lead, and the results differed in some cases from those that they were entitled to expect from the accounts of early experimentors. In many of the experiments made erosion had been completely lost sight of. This question of erosion deserved more attention because there was no doubt that if water was left standing all night in a lead service pipe, there was lead present in poisonous and dangerous quantities in the morning, so that the first flow of water ought to be always allowed to run to waste. We may add, remarks an English paper, that this conference took place in the midst of a district of England which is largely supplied by water of what is known as "soft" quality, which is specially prone to act upon lead. The warning does not apply equally to all neighborhoods. The action of the "hard" London water on lead pipes is so slight that it may be practically disregarded. But wherever "soft" water is the chief or sole supply the danger is, no doubt, a real and serious one.

THE THEORY OF STEAM USING.

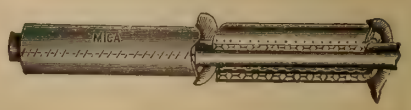
"If an inventor were to claim, in so many words," writes F. Riddell, in an exchange, "that he had discovered a mechanical combination whereby the falling of 33,000 lbs. of water from a height of one foot would develop two horse-power, he would call down upon himself a perfect storm of derision, as one who had failed to master the first principles of kinetics. But if he professes to have invented a new form of steam engine or other heat motor by which he can transform the heat contained in steam into double the amount of power now obtained from it in the best engines, he will probably find many to believe his claims and willing to part with some of their much-prized wealth to enable him to put his fancied improvements to the test. This arises largely from the fact that it seems to be hard for those who have given but little attention to the subject to realize that the laws in relation to heat and its dynamic effects are just as unchangeable as those relating to gravity, and that the reason for the 'wastefulness' of the steam engine, of which we so frequently read, is in the nature of the media with which we have to work, rather than from any defect in the machinery which we employ.

"In converting the heat of the fuel into power by means of a heat engine, three things are essential: A working fluid, a source of heat, and a receptacle for unexpended heat. And both of the latter must be external to the working fluid. In the operation there must be the reception of heat by the working fluid at a certain temperature, a conversion of heat into work, and a discharge of the unconverted heat at a lower temperature than that at which it was received. The difference between such higher and lower temperatures is called the range of temperature and a perfect engine would convert the whole heat included in its range of temperature into work. As applied to the steam engine, therefore, it will be seen that the difference in heat between the steam as it enters the cylinder and that at which it is exhausted is the measure of the power which can be obtained from a given quantity. It will be observed, further, that the higher the temperature of the entering steam, and the lower that of the exhaust, the greater will be the power which can be derived from the same quantity of steam. As the atmosphere is the receptacle for the exhaust, the limit in that direction is practically constant, and greater range of temperature can only be got by raising the temperature of that entering the cylinder. It is true that, by means of the condenser and air pump, in locations where water is plentiful, a few pounds can be added to the working pressure at the lower end of the scale, but only by a considerably greater first cost for machinery.

"The total heat which may be profitably used in the cylinder is limited by various considerations, as the strain on the boiler at high pressures, the decomposition of oil used for interior lubrication, the burning out of packing, etc. Another limiting consideration is that as the range of temperature increases the loss from cylinder condensation also increases, so that a point may be reached where the gains may be overbalanced by the losses. It is mainly the fact of loss caused by great range of temperature which has led to the introduction of two, three and four cylinders on many of the newer engines. A high initial temperature is thus possible in the high pressure cylinder without cooling it off by bringing it down to the temperature of the atmosphere, as each cylinder works through a short but constant range of temperature.

"As between high and low speed engines, the higher the speed the less time is allowed for the abstraction of heat by the steam on its way out, and so that style of engine should be most economical. Other considerations, however, enter into the account, so that the most which may be said is that, other things being equal, the higher the speed the greater the economy. This thing of cylinder condensation has also to be taken

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

. . ISLAND CITY . .

Paint and Varnish Works

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PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
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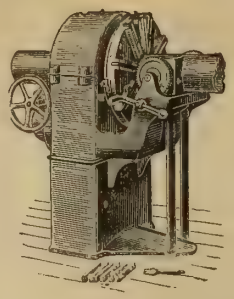
Armstrong Pipe Threading



AND CUTTING-OFF MACHINES

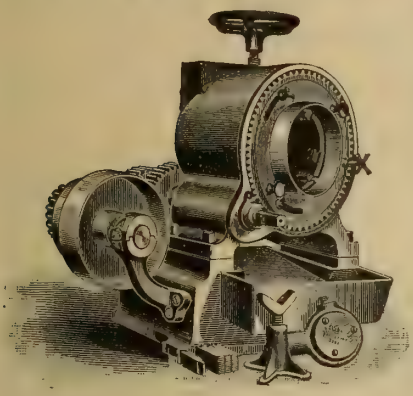
(Hand or Power).

Armstrong Adjustable Stocks and Dies, Vises (hinged, Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St. Bridgeport, Conn.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS

No. 23 Garden St.
Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

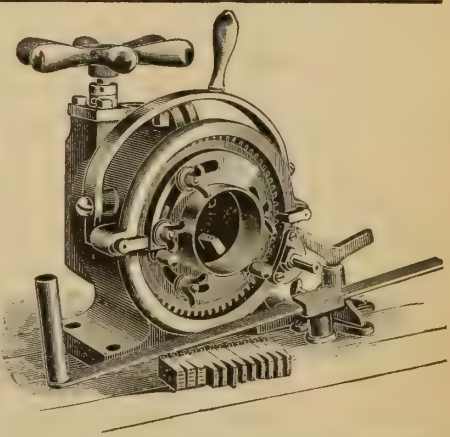
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ⅛ to 8 inch, and attachable to any make or size of lathe Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

Assistant Wanted

An energetic young man, having a good practical knowledge of Plumbing, Steam-fitting and Gas-fitting to write for that department of HARDWARE AND METAL, and to solicit subscriptions and advertisements. Apply

Managing Editor

MacLean Publishing Co., Montreal

PLUMBERS' SUPPLIES

The "FAULTLESS"

"FAULTLESS"

Smooth Corners
No Wrinkles
Best and Cheapest Sink

WRITE FOR PRICES AND DISCOUNT.

Ontario Lead and Barb Wire Co. Ltd., - Toronto

into account in comparing the economy of the throttling with the automatic engine. The latter, with its generally early cut-off, gives greater opportunities for condensation than the former. Yet from the higher temperature of its steam at admission it is evidently the more economical.

"In considering the amount of power to be derived from a certain quantity of fuel, we have to take into account a good many things which affect the result in various ways. Thus, with one kind of boiler and furnace 100 pounds of coal might convert 1,000 pounds of water into steam of the pressure required, while with those of another pattern the result might vary from 10 to 30 per cent. After the steam had been made the style and condition of the engine in which it is used might easily cause a further variation of over 50 per cent. in the final result. If we read that So-and-So has invented an engine which turns out 20 horse-power when run with a 10 horse-power boiler, or that someone has got up one which uses the steam over and over until all the power is got out of it, we may rest assured that there is a mistake or a sell in the story somewhere. It has so far been found impossible to get more out of the steam than is in it."

WANTED A STOVE MAN WHO WAS A PLUMBER.

"Believing that you are interested in all things original, I take pleasure in sending you a copy of as comprehensive an order as I have ever received," writes E. A. Creevey in Plumbers' Trade Journal.

I want a store man—a hummer—
Skilled and quick, a right smart plumber.
One who can plumb a stove pipe,
Plumb it straight and make it right;
One who can build a sheet-iron screen
'Fore an old stove that's rusty and mean.
He needn't bring no resin or solder,
Nor with tools or other things bother,
But fetch something with which he can measure,
At the shop he can make the screen at his leisure;
And I'll tell him just the best thing to do
To make an old stove look plumb and anew.
Have him up Saturday, 'bout ten o'clock.
'Round at the back door tell him to knock,
And if the janitor, who's tall and not thin,
Don't answer, just walk himself in
And ask for the man who wants a plumb stove pipe,
A sheet-iron screen and things made right.
And your pay—well, there think not of it,
Old stove menders heaven will admit.

PLUMBING NOTES.

A. Brunet & Frere, plumbers, Montreal, have dissolved.

Stone & Heddel, plumbers, Rossland; chattel mortgagee in possession.

Gibson & Wilcox, plumbers, Rossland, have dissolved. Wilcox continues.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

Do you want a

Boat Varnish

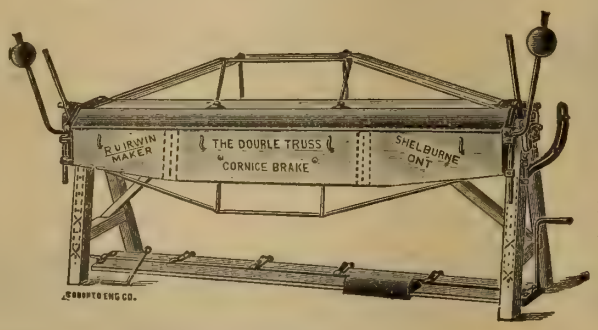
Which is Guaranteed Not to Turn White ?

If so, write us and discontinue supplying even the best grades of Carriage Varnishes for this purpose, as they are utterly unsuited. . . .

BAYLIS MANUFACTURING CO.

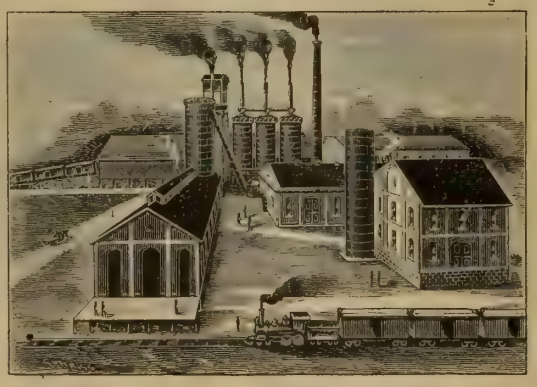
The oldest manufacturers of Varnishes in Canada

16 to 30 Nazareth Street, **Montreal**



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

It will come Your Way

"Business is business." It will come your way if you are known as progressive. Boeckh's Patent Bridled Brush for Painters is the very latest and the most "progressive" Brush on the market. Saves money and time for painters. Makes money for you and brings business your way.

CHAS. BOECKH & SONS, MFRS.

Brushes, Brooms, Woodenware. **Toronto, Ont.**

Binder Twine

Warranted

PURE
MANILLA

650 ft. to the lb.

BLUE RIBBON
BLUE CROWN
STANDARD

RED CAP
RED CROWN
WHITE SISAL

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A DEMAND of assignment has been made upon Joseph Gillis, general store and hotel, Metapedia, Que.

W. W. Riddell, tinsmith, South Indian, Ont., has assigned.

Leon Lambert, general merchant, Halifax South, has assigned.

E. Bernier, general merchant, St. Agathe, Man., has assigned to S. A. D. Bertrand.

The McCready Co., bicycles, Toronto, is offering to compromise at 50c. on the dollar, cash.

J. A. Girard, general merchant, St. Gervais, Que., has compromised at 50c. on the dollar.

M. Davy & Son, general merchants, Murvale, have assigned to James Redden, Kingston.

Mathias Blaquire, general store and saw mill, Avignon, Que., is offering to compromise at 65c. on the dollar.

Mrs. A. Methot, general merchant, St. Roch des Aulnais, Que., is offering to compromise at 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Saxby & Harrington, engineers' supplies, Toronto, have dissolved; Robt. Saxby continues.

Brown & Smellie, general merchants, Russell, Man., have dissolved; Parker Smellie continues.

James Planche, E. J. Planche and L. A. Mathewson have formed a partnership to carry on business in East Angus, Que., as general merchants. Planche, Wilson & Co. have dissolved.

W. T. Costigan and F. P. McCool are registered proprietors of the Anglo-American Key Co., Montreal.

Cote, Deschamps & Co. is the style of a new hardware firm formed in Montreal by J. A. P. Deschamps and Arthur Cote.

M. O. Crowell and L. H. Crowell have formed a partnership to carry on business in Halifax as hardware merchants under style of Crowell Bros.

Joseph A. Major and Ernest Guyon have formed a partnership to carry on business in St. Henri de Montreal as general agents under the style of Guyon & Major.

SALES MADE AND PENDING.

The assets of C. Pitre & Son, saddlers, Valleyfield, Que., have been sold.

The assets of J. E. Lague, agricultural implements, St. Martine, Que. have been sold.

The assets of E. Desilets, general merchant, Grand Piles, Que., are to be sold 18th inst.

The stock of the estate of G. W. Smiley, hardware, St. Thomas, is to be sold on 18th inst.

The stock and book debts of P. McMahon, general merchant, Chapeau, Que., have been sold to P. E. Caron.

The property, stock, etc., of the Lunenburg Iron Co., Ltd., Lunenburg, N. S., is advertised for sale by tender.

The assets of Abbe A. L. Houle, general merchant, St. Antoine, Que., are to be sold by auction on the 14th inst. So are the assets of Mrs. A. Methot, general merchant at St. Roch des Aulnais.

CHANGES.

Reid Bros., general merchants, Almonte, have sold out.

A general store has been opened in Sorel, Que., by N. Lussier.

S. F. Eichelberger, blacksmith, Rossland, is out of business.

Robert Lee, general merchant, Richmond Hill, has removed to Toronto.

Mowat Bros., general merchants, Regina, have removed to Slocan City, B.C.

Robins & Woodward, general merchants, Port Rowan, have been succeeded by Robins, Newkirk & Co.

Troope & McLaughlin, ship chandlers, St. John, N.B., have sold out to Milligan & Splane.

P. Jacobi, wholesale leather and findings, Toronto; now conducted under style of Jacobi & Co.

B. B. Brunelle, general merchant, St. Etienne des Gres, Que., has removed to Three Rivers.

Thomas O'Connor, general merchant, Guysboro, N.S., has registered consent for his wife, Maria O'Connor, to transact business in her own name.

FIRES.

The premises of Thomas Craig, general merchant, Ridgetown, have been damaged by fire and water.

The premises of Brown, Boggs & Co., manufacturers of tinsmiths' tools, Hamilton, have been damaged by fire.

WE SELL ONLY THE BEST

Cavalier Bicycles

LADIES', GENTS' AND TANDEMS.

Pelham Bicycles

LADIES', GENTS' AND JUVENILES.

Search Light, M.&W., and Midnight Sun Lamps. Christy Saddles.
Standard Cyclometers. New Departure Bells and Pumps.
Eclipse Cements. 3 in 1 Compound. Myers'
Stands. Etc., Etc.

CAVERHILL, LEARMONT & CO.

WHOLESALE SHELF AND HEAVY HARDWARE MERCHANTS,

Montreal, Que.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

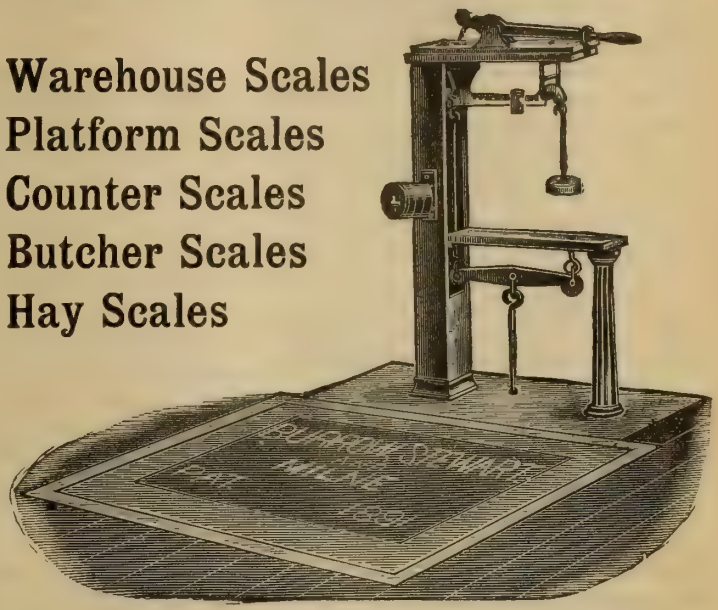
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales



We carry large stocks in Winnipeg and Montreal, and ship from these points.

Scales for all purposes, of every capacity, from 1 drachm to 100 tons.

Agents for Manitoba, Western Territories and British Columbia.

Merrick, Anderson & Co.,
WINNIPEG.

BURROW, STEWART & MILNE
MANUFACTURERS
Hamilton, Ontario.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.

W. L. Haldimand & Son,
MONTREAL

Established 1860

"NEW PROCESS"

Incorporated 1895

BLUE FLAME OIL STOVES

This is not the stove that is "just as good," but the genuine New Process Oil Stove, manufactured by the ***Standard Lighting Co.,*** CLEVELAND, OHIO, inventors of the BLUE FLAME, of which we are General Agents for Canada.

The THOS. DAVIDSON MFG. CO. Ltd.

Send for 1897 CATALOGUE.

. . . MONTREAL.

TWIN EVILS.

THE country hardware merchant wrestles with the supply house problem while his city brother finds the department store a bete noir, says American Artisan. There is not a retailer nor an honest manufacturer or jobber who must not admit that supply houses and department stores have eaten heavily into dealers' profits. The methods of the department store must be deeply deprecated by all sound economists, as the operation of the successful department store involves qualities which are exceptional on the part of the management. The leader in such an enterprise must be a "hustler" in the more obnoxious meaning of that term. In the management of employes he must be utterly unscrupulous as to remuneration of services; for, if this were made commensurate with the work performed, it would go far to deprive such undertakings of their advantage over other dealers. There are some men who are endowed with a peculiar ability in the way of keeping down pay rolls, and these are in their element in the realm of department store management.

The underpaid salesman in the mammoth stores received better pay and vastly more consideration under the old regime. Whom does the department store benefit? It is a mooted question if they benefit anybody. Cheapness is not everything, and the sturdy tinware and kitchen utensils of other days made by conscientious workmen are more economical in the long run than their cheaper successors that are sold by department stores for less than the cost of the material to the tinner, and last for a month or two, perhaps.

The opposition to the department stores and catalogue houses is taking a tangible form that promises to array the best retail interests of the country against these trade monopolies. There is a widespread feeling that there is just at the present time especial need that efforts should be universally made to revive trade and place our manufacturing, mercantile and financial interests on a firm footing. To such progress the department store and the supply house are hindrances, and legitimate business should not be hampered by the demoralizing policies of such establishments, which, avoiding the burdens and responsibilities common to regular retail dealers, keep within no settled boundaries of action, depend on others to carry stock and pay expenses, and take the cream of the retail trade from the men who have built up and still maintain the real business of the country.

Hardwaremen everywhere, as well as retailers in other lines, are organizing for the purpose of checking the competition of these trade monopolies, and the next two or three years will see a series of grand retail organizations, if not one great national organization for every trade, whose powerful action will reduce department store competition to a minimum, while wiping out that of supply stores entirely.

Before closing this article we might add just a word on the other side. While these department stores pursue many methods that are to be deeply condemned, yet there are many points on which retailers might emulate their methods of procedure with profit.

Department store success comes from the fact that their managers have recognized that human nature must be taken into consideration when we attempt to have business dealings with a man. The average woman —and man, too, for that matter—dearly loves a bargain, and will often buy unnecessary things because they are cheap, or running after the advertised cheap things will buy the better goods that are shown in comparison. If department store prices for the average run of goods are carefully studied, they will be found as high as in the shops of those merchants who declare they are ruined by this class of competition. The apparent low prices that draw people to these stores, and which are constantly harped on in their advertisements, are the old stocks and shopworn goods, which the shrewd managers are glad to dispose of at any price to prevent them from becoming shelf warmers. Their aim is to keep stocks constantly moving, and to turn over their money quickly. For this reason they are liberal advertisers, and they always advertise most freely those goods which they find are hanging on their hands. If certain things do not sell, the price is cut at once, and they are liberally advertised as bargains. The loss is made, once for all, on these particular goods, but the average profit on all goods sold much more than compensates for the occasional loss.

A BRIGHT YARMOUTH HARDWARE STORE.

HARDWARE AND METAL on the 4th inst. called upon G. J. Morton & Co., of Yarmouth, N.S. Their store is one of the brightest in the province. They are dealers in kitchen furnishings, stoves, lamps and plumbing and heating goods. They report an unusually busy spring trade, and the orders booked by their travelers certainly show that they and their goods are appreciated by the trade of Western and Southern Nova Scotia. The rapid growth of their wholesale trade in the past few years speaks much for the push and enterprise of the proprietors, who are fast pushing their name into the foremost rank with a reputation for honest work and honest dealing.

The firm consists of Mr. G. J. Morton and Mr. Henry A. Killam.

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

Now is the time to send in your Spring Orders for
ALABASTINE
A full line of ***Brandram's Genuine Imported Lead*** in stock.
WILLIAM HILL
327 St. James Street, - - - **MONTREAL**

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

R. DILLON,
"HIGHEST GRADE" SCYTHES
OSHAWA, ONT.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

JUBILEE FLAGS AND BUNTING FOR HARDWAREMEN.

A BRISK demand is certain to be experienced for flags during the "Diamond" Jubilee of Her Majesty. Flags and bunting appertain to the hardware dealer's stock, and there is no reason why he should not share in the benefits which are to be derived from this demand.

Rice Lewis & Son, Ltd., are making a specialty of Jubilee flags commemor ative of Queen Victoria's sixty years' reign. They are showing in all about thirty different patterns, designs, etc., ranging in size from 12 by 12 inches to 33 by 36 inches, while the prices range from 40c. per dozen upwards. There are flags historical and flags statistical; flags for the Empire and flags for the colonies; flags showing the various arms of the service, and flags showing the Royal Family.

The first shipment of these flags consigned to Rice Lewis & Son is being used by the loyal fish in the bottom of the Atlantic, the steamer conveying them having gone to the bottom while en route for this side. A cable repeat order brought the present stock, but it is fast disappearing, and hardwaremen should order quickly if they desire an assortment to select from.

PRAISE FOR A HARDWAREMAN.

As will be seen by our advertising columns, Humphries is the premier hardwareman in town. First in general hardware, first in cutlery, first in paints and oils and first, last and all the time in the minds of purchasers of hardware. Humphries is an old-established dealer, was old when Parkhill was young. Age in hardware business is always a guarantee of financial strength, fair dealing and popularity on the part of the proprietor. Humphries is in business for business; he does not pretend to be a Jack-of-all trades, but sticks right to the legitimate hardware trade, and as a consequence his store is always crowded. No man can put in a furnace like Humphries nor supply the hardware furnishings for a mansion with the facility and cheapness which he can. A summer house at the Grand Bend, a barn, or an ordinary dwelling are not beneath his notice, but all alike, from the mansion of wealth to the hut of poverty, will receive prompt attention and the most liberal terms from Humphries. Humphries is no respector of persons; everybody is at home and welcome in his establishment. He is always waiting to show you his goods, to quote prices and to furnish anything in the hardware line at the lowest possible cost. Call on Humphries and see for yourself. The Independent predicts a great future for Humphries' hardware house.—Independent, Parkhill.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

. . MICA . .
Electrical and Stove Purposes.
Send for samples and quotations.
W. F. SMYTH & CO.
Box 2165 **Montreal.**

Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Store Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

W. & S. BUTCHER, **Sheffield, England,** Makers for over ***ONE HUNDRED YEARS*** of the celebrated "**WADE & BUTCHER**" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

Toronto, May 14, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X.	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

Note.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, per foot, net, ¼ to ⅜ inch, 1⅞c.; ½ inch, 2⅝c.; ¾ inch, 2⅞c.; 1 inch, 4c. 1¼ inch, 5¼c. 1½ inch, 6¾c. 2 inch, 9¼c. Galvanized, ½ inch, 4c. ¾ inch, 4¾c. 1 inch, 6¾c. 1¼ inch, 10¼c. 1½ inch, 11½c. Cast, soil, 2, 3, 4 and 5 inch, 60 and 5 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

Note.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

Note.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

Note.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 40
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65
f.o.b. Halifax, St. John, Montreal, Toronto	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	....	0 08

Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green

Casks	0 13½
50-100 lb. kegs	0 14
25-lb. Irons	0 14½
1-lb. Boxes	0 15

Sulphate of Copper

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 65
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
And ex. No. 1 Carriage	....	1 60
Gold Size Japan, per gal.	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 :0
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal. net	0 41	....
Boiled, per gal. net	0 44	....

F.O.B. Toronto, Hamilton or London. 5 bbls. 1c. per gallon less. Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	....	0 42

F.O.B. Toronto, Hamilton or London. Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 08½
Smal lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smallei gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 70 p. c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 77½ p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
llar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to nch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 75
Belgium "	2 50
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. ist), dis. 25 per cen

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 70

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cen

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	....	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

inned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per 100 lbs	3 40	3 50
12 in. up, per 100 lbs	2 40	2 50
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 35	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 0

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ to p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron)—

Basis—50 to 60 dy.....	1 95
20 to 40 dy.....	2 00
10 to 16 dy	2 05
8 to 9 dy.....	2 10
6 to 7 dy.....	2 15
4 to 5 dy.....	2 40
3 dy	2 65
3 dy (fine).....	2 95
2 dy.....	2 95
2 dy (fine).....	3 45

Prices are f.o.b. Toronto, Hamilton, London, and to places where freight is same from U. S. manufacturing centres as to these cities. Other places excess added. Carload lots 5c. per keg less than above figures.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.

Wire Nails, basis, $1.94 on carload lots and $2.04 in less quantities, f.o.b. Toronto, Hamilton, London, and to places where freight is same from U. S. manufacturing centres as to these cities; other places excess added. Terms, 4 months or 3 off and 30 days; delivered in lots of 10 kegs or more.

Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American..... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral..... 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..... $ 50 00
No. 38 Hand Machine, range 1½ to 4..... 100 00
No. 56 Hand Machine, range 2½ to 6..... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz..... 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 5 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, 70 to 70 and 5 p.c

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¼	00 6⅞
¼, 5-16, ⅜ in.....	6⅞	00 8¼
Cotton		15 17
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50
Solid, " ..... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen..... 0 40 0 70
"Empire," McMillan&Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent

SCRAPERS.

Box, per doz..... 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 2 20 4 50
Door, per doz..... 7 10

SCREW DRIVERS.

Sargent's per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c and 10.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 75 3 00
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish.....	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish.....	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints.....	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb..... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... .... 3 50 5 00
Grind. per ton..... 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued..... 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers' 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd 75
Zinc tacks..... 35
Copper tacks 62½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers..... 10
" " in bulk 15
" " solid heads, in bulk..... 60
Saddle nails in papers..... 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks. " " " 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb..... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per b..... 0 12 0 13
Pipe, each..... ..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 27½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

	Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart.....	2 50
Galvanized, 4 barb, 4 and 6 inches apart	2 50
Galvanized, plain twist, all.. delv'd.....	2 50
Plain twist.....	2 [illegible]
Steel Staples	2 [illegible]

Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33½ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz .....

Rhode Island Pattern Horseshoes.

Abbott & Co.

ROLLING MILLS

AND FACTORIES

MONTREAL

Korrect Shape. Quality Guaranteed.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

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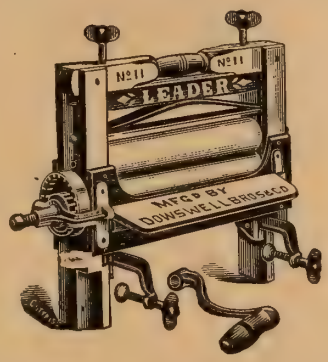

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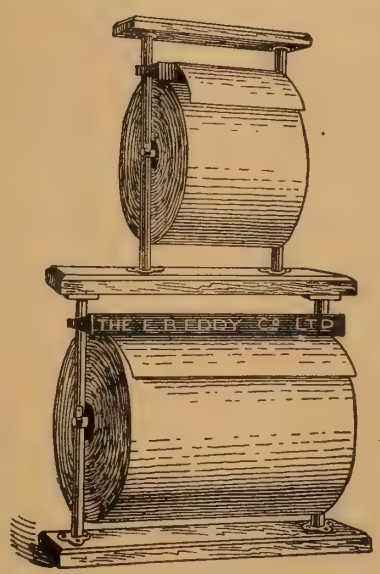

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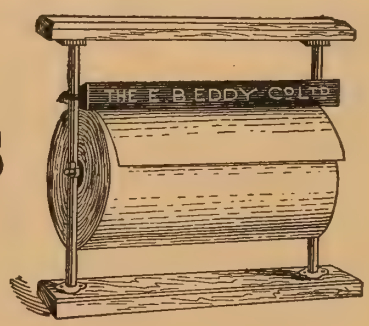

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VOL. IX | MONTREAL AND TORONTO, MAY 22, 1897 | No. 21

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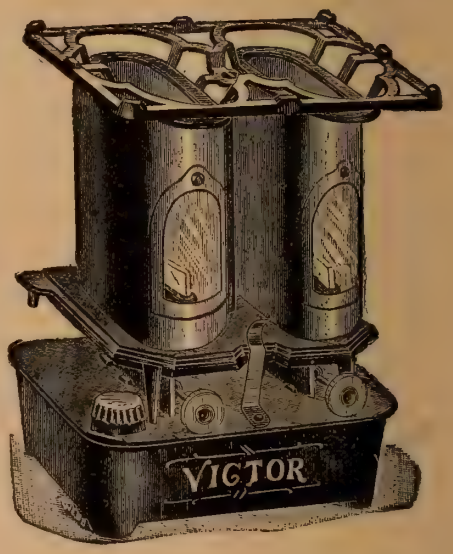

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Toronto

HARDWARE AND METAL

Vol. IX. MONTREAL AND TORONTO, MAY 22, 1897 No. 21

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UNITED STATES NAILS IN WINNIPEG

THE fear was expressed in the columns of this journal, at the time of the tariff changes, that they would result in shutting eastern Canadian manufacturers out of the Manitoban and Northwestern markets in many staple lines of iron goods.

This has already come to pass in the case of cut and wire nails.

Representatives of rolling mills in Montreal reported to their principals this week that already practically all the spring orders for wire nails in Winnipeg had been secured by United States sellers, who have placed in the vicinity of 2,500 kegs of wire nails in that city since the tariff changes, and are expected to do the same all along the line at other centres out there.

What they have done in wire nails the United States cut nail men will very likely duplicate in cut nails. On these two lines, therefore, eastern makers have about made up their minds that the far western market is closed to them.

The existing protection does not commence to offset the advantages in freight difference, etc., enjoyed by the Yankees. For instance, the lake and rail rate, American centres to Duluth, is 55c., as against a rate from Canadian centres of 67c. This difference of 12c. is equivalent to an advantage in favor of the United States of from 8 to 10 per cent.

BICYCLES AND GOOD ROADS.

The Montreal Turnpike Trust has not yet reached any conclusion in reference to the proposed imposition of tolls upon bicyclists using the roads under the control of the trust. The proposition is still under consideration, and if the bicyclists desire good roads they should strengthen the hands of the trust with the Government, and so secure more funds. The trust has no desire to impose upon wheelmen, but as they used the road they were entitled to pay their share of the cost of maintenance like other road users. It might be, however, that some modus vivendi could be reached and that the threatened imposition of tolls might be averted. The trust wish to receive any suggestions from bicyclists as to the maintenance of the roads and would give them their best attention.

A DECLINE IN GLASS.

Large arrivals of both English and Belgian window glass, and the fact that the former is getting the benefit of the ½ per cent. preferential privilege, has led to a sharp decline in the price of glass at Montreal this week.

This has been expected for some time and now that the change has been made traders anticipate that business will open out more.

For first and second breaks in fifty foot boxes the basis has been reduced 10 to 15c. to $1.25 to $1.35 and for additional breaks of 100 feet values have been reduced 50c. to $2.80.

THE OIL STOVE SEASON.

THIS is about the season for retail merchants to review and replenish stocks of oil cooking stoves for the summer season. With the advent of bright and warm days the mind of the housekeeper naturally turns to thoughts of doing away with the use of coals and the extra cleaning which coal fires entail. In this matter she is well looked after by the manufacturers.

In few branches of industry are such a variety of changes and improvements so apparent as in the department of oil cooking. Each year sees a revolution on the last season's patterns, and, moreover, each year brings forward more complete and perfect cooking apparatus than that which preceded it.

There is no doubt that a large section of the public is overcoming its antipathy to oil cooking. The failures of the past are forgotten, and the improved stoves of to-day which, by their careful construction, avoid smell and smoke, and, owing to their great heating powers, are meeting with a large degree of favor.

Again, the further refinement of petroleum and the increased facilities for its delivery in large or small quantities, has done much to help forward the adoption of oil cooking in this country.

As usual at this season, our representatives have been making enquiries amongst manufacturers for new and improved goods, and they have found some fresh types of cookers which are really worthy of the attention of the trade.

CANADA'S ATTITUDE TOWARD THE STATES.

WHILE the day when closer trade relations between Canada and the United States shall exist is no doubt far distant, the minimum tariff, and the advantage which British products enjoy under it, will probably tend to bring that day nearer than would have the conditions which before obtained.

Among the countries to which the United States exports her products, Canada stands third. Great Britain is, of course, first, with $405,623,127 worth. Next is Germany with $97,949,950. Then comes the Dominion of Canada with $59,689,597 worth. France is fifth with $46,973,955 worth, and the Netherlands sixth with $39,022,899. The value of Canada's trade to the United States is only about $10,000,000 less than that of the Central American States, West Indies and South America combined, in all some twenty-five separate countries.

The chief competitor of the United States for the Canadian market is Great Britain, the latter contributing 29 per cent. of our total imports and the former 52 per cent.

Under the new minimum tariff the products of Great Britain will come into the Dominion at a rate 12½ per cent. less than those from the United States until June 30, 1898, and 25 per cent. on and after that date.

Obviously this must on the one hand tend to stimulate the imports of British goods into Canada, while it will on the other hand tend to retard those the product of the United States.

At present the politicians of the United States appear to want no dealings with the Canadians. All they desire is power. And this is a desire that blinds all politicians whatsoever, whether they hail from the United States or from Canada.

By-and-bye, when it is demonstrated beyond all peradventure that the minimum tariff is as a gateway to British goods and as a stone wall to United States products, the business men in the latter country who have been in the habit of selling their wares in Canada will naturally feel as every man feels when he is losing a customer. When that point is reached the business man usually wants to pinch the politicians whose perverseness has caused his pocket to be pinched. Then in time will come the remedy. It may be a long time, and doubtless will be, but it will come.

Since Confederation Canada has made about half a dozen attempts to secure closer trade relations with the United States, sometimes almost going upon our knees in the dust, but each and every attempt was a failure.

We have now, however, got our Sunday garments of dignity on, and are too busy frying fish within the Empire to bother ourselves about other fish.

We are still willing to trade with the United States, but we are not willing to knock at the door for admission. Our patience is exhausted and we are tired.

Although we are tired we have not barred the door to negotiations. In the reciprocity clause of the new tariff we have heralded it abroad that any nation whatsoever can enjoy the minimum tariff by complying with certain conditions.

That is not hostility. It only means that the United States must come to us and not we to them. And they can come to us over the path we have beaten in going to them.

The secret of success is the ability to grasp opportunities.

BICYCLES AND HARDWARE.

We are receiving more assurance every day in reference to the bicycle trade centring in the hardware stores. HARDWARE AND METAL, in conversation with a traveler from a well-known bicycle factory in Toronto, who has been in Quebec and the Maritime Provinces since the first of the year, was assured that fully 65 per cent. of the agencies placed by him were to hardwaremen.

There is not the least doubt that it is only a matter of a few years before the hardware merchant will have the exclusive handling of this trade, as there is nothing looks as bad as to walk into a first-class dry goods or drug store and see a wheel on exhibition and for sale. Why should dry goods merchants handle wheels any more than they do hardware; and, as the feeling against departmental stores is gradually increasing, it is about time some of these same merchants should retire from the wheel trade.

THE MERCHANT'S ONLY HOPE.

TWO things seem patent in regard to the department stores. One is that they are never likely to be crushed out of existence by the hand of the law. And the other is that whatever the law can be persauded to do in the way of limiting the power of these stores for evil can only be done after much agitation and the lapse of much time.

In the meantime the curtailing of the evil influences of the departmental store devolves upon the legitimate storekeepers themselves.

They have no circumlocution office to go through before the necessary forces can be put into operation. If there are any circumlocution offices they are of their own creation.

If they will they can act promptly: Each for himself and all together for the whole.

Every merchant must first of all begin with himself. His store must be bright and up to date. His goods what they are represented to be and well bought.

Exorbitant profits it is folly to try and get; for while they may be reaped for a while, yet it will only be for a while. People do not these days long remain in ignorance of the market price of any article or commodity, and woe is it to him who hath charged exorbitantly.

"Small profits and quick returns" is the old familiar motto of the Cheap Johns so common in the Old Land. And he who in this day and generation would be successful should have a practical acquaintanceship with this motto.

The merchant who to-day makes business a success is the merchant who turns his stock over frequently.

It is better to turn a stock over half a dozen times during, say, a year, and make only 10 or 15 per cent. on each turnover than to do so once or twice and gain a profit of 25 or 30 per cent. thereby.

Give time and thought to your advertising. And advertise judiciously and in a way that will demand attention.

Then take an active part in the business men's association with which you may be or should be connected. If you have not an organization of the kind in your neighborhood try to create one.

By rubbing shoulders with your fellow business men you will get ideas; and ideas

make good bullets for fighting departmental stores with. There is nothing like unto them. The machinery of the law is nothing to be compared to them.

Merchants affected by the departmental stores who are waiting for the law to rescue them from the octopus, will be dead, buried and forgotton before their salvation shall appear.

At the moment, the merchants have none other immediate help outside themselves.

A FALLACIOUS PLEA.

PEOPLE who are in the habit of being late to business often, as a rejoinder to the axiom, "It is the early bird that catches the worm," say, in effect, "Yes, but what about the early worm?"

This plea would have at least some weight if it was the duty of the worm to be out at day break. But as it is not its duty the plea has no weight.

The early worm was a late one. It had been out all night and should have been back in bed long before the sun rose and the early bird was abroad.

Young men who are out all night always suffer more by getting home late than they do by getting to business early. The young man who is early to business gathers the worm, but the young man who is late to business is the worm that is gobbled up.

E. B. EDDY'S NEW WAREHOUSE.

OWING to the increased amount of business at their Montreal branch the E. B. Eddy Co. have moved into a large new warehouse at the corner of St. Genevieve and Latour streets, Montreal. The building, which is well adapted for this line of trade, consists of four flats, and contains nearly 40,000 feet of floor space. A representative of this paper called there a few days ago, and through the courtesy of Mr. John A. Hardisty, the manager of the Montreal branch, he was enabled to go through and examine their new quarters.

"I intend," said Mr. Hardisty in conversation, "to make this a model warehouse of its kind." And, judging by appearances, it looks as if he would succeed, for the warehouse has been arranged in a manner most convenient for the prompt and satisfactory transaction of business.

The ground floor is divided into three departments—the general and private business offices, the paper department and the shipping office. In connection with the shipping department it may be noted that this building has unusual facilities for the prompt handling of goods. There are two separate entrances for teams, one in the basement and one connected with the ground floor. This is a convenience that very few warehouses possess. On the ground floor there is also a large and well-arranged sample room, where customers can examine any line of goods they wish. The other floors are used as store rooms for the different lines of paper, woodenware, etc., which they handle. A well-planned arrangement of speaking-tubes and parcel-carriers—similar to those in use in large retail establishments—makes communication between the departments an easy matter.

The Eddy Co., which was established in 1852 as a small match and woodenware manufactory, has now grown to be the largest concern of its kind under the British flag, manufacturing every kind of paper, woodenware, matches, etc. The Montreal branch was opened in 1892 and is now the largest and most important of the many situated in different parts of Canada. Mr. Hardisty, the present manager, has been in charge there ever since the branch was established, and it is under his efficient management that the Montreal business has increased to its present proportions. An idea of the amount of business done can be gathered from the fact that the Montreal branch alone handle, on an average, two car loads per day of inward and outward shipments.

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FITCHBURG, MASS. U.S.A.

MALLEABLE CAST IRON.*

IT is somewhat surprising that so little has found its way into print concerning malleable cast iron. So large a branch of the iron industry and one in which so many improvements have taken place in the past few years, certainly deserves more attention than it has received from the various writers on metallurgy. On looking over a number of books the writer was surprised to find that all of them dismissed the subject of malleable cast iron with a few lines, giving only the most elementary information, and much of this is erroneous, as it refers to ideas current before chemistry had thrown much light on the metallurgy of iron. Turner made a few experiments regarding sulphur, but was evidently led to wrong conclusions in some manner. He states that there is a decrease in sulphur during the annealing, a statement which I cannot confirm. Indeed, my experiments showed that there is an appreciable increase, although it is too small to be of commercial importance.

Perhaps the most important change that has taken place is the substitution of coke malleable pig for the charcoal iron which was formerly exclusively used. With the advent of scientific management at the coke blast furnaces it was found that a low silicon iron could be produced which was nearly as low in sulphur as the charcoal irons commonly used by the makers of malleable castings. With this result attained, it became merely a question of regulating the phosphorus and manganese to have an iron entirely suited for malleable work. The producers of coke iron did not long allow the charcoal iron men to retain their hold upon the trade, and at this time few foundries use charcoal iron exclusively. The common practice is to use from one-fourth to one-half coke iron.

The writer has examined castings from a number of different works and the conclusion drawn from these analyses may be of interest. At any rate, this paper may serve to provoke discussion and thus throw more light on a number of obscure points.

Silicon should range from 0.60 to 0.90 per cent. to produce the best results. If below 0.50 per cent., the casting will be very tough but will machine with difficulty to a smooth surface. The iron will have a torn look, as if a dull tool had scraped along over it. Machinists will complain of hardness, while an analysis will show no combined carbon. On the other hand, if this element exceeds 1.00 per cent., the castings will be noticeably weak. In making a mixture, the metallurgist should take into consideration the method of melting. In the cupola the loss by oxidation is slight, but in the air furnace it is frequently considerable, depending on the control of the air and the duration of time the metal is exposed to its influence. Three castings from different heats showed silicon .47, .56, .69, the original mixture in each case containing 0.75 per cent. silicon.

Sulphur in the amounts ordinarily present apparently has little effect on the toughness. The usual range is from 0.04 to 0.12 per cent., one of the toughest castings the writer ever saw containing the latter amount. This element is chiefly derived from the fuel. Hence, in the cupola, when fuel and iron are in intimate contact, more sulphur is absorbed than in the air furnace, when the gases of combustion merely pass over the metal which is protected to some extent by the slag. To return to the subject of pig iron it may be stated that charcoal irons range higher in sulphur than is commonly supposed. Few of them, unless high in silicon, are under 0.01 per cent., and they frequently contain 0.02 per cent. On the other hand, coke malleable is on the market containing less than 0.03 per cent., so the difference is in the third decimal place and too small to be of commercial importance.

Phosphorus is a weakening element, the usual range being from 0.15 to 0.22 per cent. If above the latter figure a brittle casting will result.

Manganese is indirectly of great importance. Unless there be a sufficient amount of this element the metal sometimes acts as if it had become oxidized during melting. Whatever theory we may advance, and whether this be the correct one or not, the fact remains that mixtures deficient in manganese give trouble in different ways. The castings may be dirty, as the saying is, containing small masses of iron oxide readily seen by the naked eye. Another result is a "scaly" casting, which usually shows itself after annealing and tumbling. In this case a very tough but thin skin, perhaps 1-64 of an inch in thickness, peels off the casting. This is a rather rare occurrence, fortunately. Castings of this kind showed traces only of manganese in the scale and 0.10 per cent. in the casting. The usual range in good castings is from 0.20 per cent. to 0.40 per cent. In making a mixture due allowance should be made for the usual loss in melting.

The amount of carbon in an annealed casting depends on its cross section and the time of annealing. Some typical analyses are: For castings one-eighth inch thick, 0.15 per cent. carbon; three-sixteenths inch, 0.64 per cent; five-sixteenths inch, 1.03 per cent.; and for nine-sixteenths inch, 1.58 per cent. It sometimes happens that the carbon is more completely removed than these figures would indicate. Thus one casting one-eighth inch thick showed 0.02 per cent., while another one-quarter inch thick showed 0.05 per cent., but these are exceptional cases. Annealing being largely a surface change, the outside is almost wholly decarbonized while the inside remains unchanged. Thus in reporting the amount of carbon much depends on how the sample is taken. It is the writer's practice to break the casting under examination and file across the face, thus getting a sample representing the average composition with the report, noting size of casting and depth of decarbonization. Combined carbon, except in very small amount, does not exist in properly annealed castings.

The idea has been commonly held that to successfully anneal it is necessary to have the carbon present as combined carbon; that a grey casting could not be decarbonized. I believe this view to be erroneous, and that it arose from confusing cause and effect. Now white castings contain considerable graphite and yet anneal well. Secondly, it is reasonable to infer that the temperature of the annealing furnace would change the combined carbon to graphite in a few hours. Since an iron is grey because it is high in silicon it is probable that the failure to produce a tough casting was not due to failure to decarbonize but that the brittleness was due to high silicon. Of course the discussion of this point is purely academic, for if the silicon is right the casting will be white under the usual conditions. As an experiment I have taken a casting containing 3.00 per cent graphite, and after annealing in the usual manner, found the total carbon to be 1.25 per cent. all present as graphite. The casting contained 2.60 silicon, and was, of course, brittle, but it had decarbonized as much as usual for castings of this size, viz: 9-16 inch diameter.

In this connection I wish to speak of sampling annealed iron for carbon determinations. This cannot be done with a drill, as the outside being decarbonized, drills in larger pieces like soft steel, while the inside, which contains more graphite, drills like a soft iron, and thus the chemist does not get a homogeneous sample. It is the writer's custom to take the sample with a file, the castings being held in a vise so that the filings may fall in a large sheet of paper. This gives a finely divided sample that is readily soluble in the double chloride of copper and potash.

* Paper read before the Philadelphia Foundrymen's Association.

One hundred thousand feet of logs are being shipped from Port Stanley to the London and Petrolia Barrel Co., London, via L. E. & D. R. R.

PRAISE FOR CANADA.

THE British Trade Journal of May 1 has the following regarding the preferential clause of the new Canadian tariff:

"Canada has signalized the year of the Diamond Jubilee by a tariff arrangement which promises to open up a new era in the history of Imperial politics. * * * No one who has at heart the development of the colonial trade of this country, and who regards it as a means of binding together the Queen's dominions, can fail to welcome the scheme of the Canadian Government. In the home country especially, it has been received with great enthusiasm, and in many of our colonies an echo of the Canadian feeling is to be found. Canada has adopted the suggestion made in this journal more than once. In discussing the question of preferential treatment for British goods in British colonies we have pointed out that the only way in which the colonies can test the validity of the treaties between this country and Belgium and Germany is by the adoption of a tariff favoring British productions and discriminating against goods of foreign origin. This would bring the question to a head, and we have no doubt that if the whole of the colonies were to follow the example of the Canadian Parliament, the obstructive treaties with our competitors on the Continent would soon be swept away. Canada raises the question in a somewhat modified form. It does not refuse to extend the preferential treatment to Germany or to Belgium, but it gives those countries the opportunity of sharing the benefit extended to Great Britain if they will put Canadian produce on more favorable terms.

"If they are not disposed to do this, they reject an offer the refusal of which may have momentous consequences. The Canadian scheme was certainly forced on by the new American tariff, and it is aimed especially at the importations of German and United States manufactures. Neither Germany nor the United States extend any favor to Canadian produce, and Canada naturally asks why it should admit their manufactures on terms as favorable as those extended to the Mother Country. This is a most reasonable position to take, and if the treaties with Belgium and Germany are to frustrate so loyal an attitude, those treaties will have to be modified. The probability is that Germany and Belgium will submit to the inevitable, and put up with the discrimination against their productions without stirring up the general question.

"We cannot conceive it possible that either Lord Salisbury or Mr. Chamberlain should rebuff Canada by vetoing a tariff proposal which is based upon Canadian affection for Great Britain, and which follows most reasonably the lines of the French, the Spanish and other Continental tariffs. The feeling in this country against throwing open the colonies and India indiscriminately to our competitors is a growing one. Some British manufacturers even propose that an extra duty of 10 or 15 per cent. should be levied on all foreign imports, leaving British goods to come in under the present tariffs. The rapid growth of foreign trade in countries acquired, developed, and, maintained by British blood and treasure strengthens this feeling from day to day, and our statesmen will be wise if they give heed to it in time."

"Push--and keep at it."

That's what brings success. Push hard. Push constantly. Don't push to-day, or this week, and let up to-morrow, or next week. That kind of push is ineffective.

Be sure you have a good thing to push, or you'll only wear yourself out for nothing. The very best article that ever was made to push is

THE SHERWIN-WILLIAMS PAINT

The more you push it the more you want to push it, because it brings profit to your store. The longer you push it the easier it is to push, for it soon makes its own way where it's known.

There are more than ten thousand pushers pushing S.W.P., all over this continent. We want more pushers. Write us.

THE SHERWIN-WILLIAMS CO.
Mfrs. Paints and Varnishes

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

WALTER H. COTTINGHAM
Managing Director
Canadian Department.

ROPE WORKS TO CLOSE.

Notice has been given to all the employes at the Dartmouth, N.S., rope works that the works will likely close down when the orders now in hand have been completed. The machinists and foremen of the several departments who have been employed at the rope works continuously for thirty years, are included in the notice and they have been advised to look out for other employment without delay. Every employe has received the same warning, and the manager of the works expects to go with the others. The news has been received in Dartmouth with something like consternation.

G.T.R. CAR WHEELS.

A step which indicates a change of policy in one feature of the Grand Trunk administration will shortly be completed by the taking over by a private company of the Grand Trunk car wheel works at Hamilton, Ont. The Messrs. Griffin, of the St. Thomas, Ont., car wheel works, and the Messrs. Drummond, of the Montreal Car Wheel Co., are chiefly concerned in the new arrangement, by which the G.T.R. foundry at Hamilton will be leased and operated, and possibly extended. By the arrangement the leasing company will make all the car wheels for the Grand Trunk system in Canada, besides seeking business from other users, prominent among which are likely to be the electric street railway companies, whose business is rapidly extending. The present force at work in the Hamilton shops is over 200 men, and in regard to them it is not intended to make any changes. Mr. Thomas J. Drummond, of the Montreal Car Wheel Co., will visit Hamilton within the next few days to formally take over the plant on behalf of the interested companies. The new order will go into operation on the 1st of June. The works at Hamilton are of considerable extent, the output being some sixty tons a day. The new iron used is from the Radnor Forges in Quebec.

TRADE CHAT.

A WAREHOUSE belonging to E. A. Baker & Co., at Moose Jaw, was burned the other night. The fire is thought to have been caused by mice gnawing matches. Loss about $1,000. Some anxiety was caused by the proximity of a building containing coal oil and powder.

A larger area than usual will be cropped with flax in Southern Manitoba this spring.

A Custom house and port of entry is to be established at Seine City, in the Rainy River district.

The prospects for a superior hay crop are exceptionally good, according to The Guelph Herald.

In future transient traders will have to pay a fee of $150 before they can open up a store in Galt.

J. J. Ferguson, of South Edmonton, has disposed of his hardware business. and purposes going into missionary work.

The bylaw establishing a public market in Meaford has received its third reading. The bylaw comes into force June 1.

The Lunenburg, N. S., iron foundry was sold at auction last week to G. N. C. Hawkins, acting for the People's Bank, for $4,000.

Walkerton's new chair factory, upon the site of the former one, which was removed to Woodstock, is nearly completed, and work will soon begin.

Mayor Co'quhoun, of Hamilton, has received official notice that the Underwriters' Association have decided to return to the old insurance rates in that city.

The firm of Street & Lyons, blacksmiths, Portage la Prairie, have dissolved. Mr. Street continues at the old stand, while Mr. Lyons opens in the shop east of Alloway & Champion's bank.

The Dresden, Ont., Board of Trade held its annual meeting on Friday night, when Mr. Aikin was re-elected president, M. A. McKim vice-president, and John McVean secretary-treasurer.

Wm. Buchanan, Thamesville, shipped one day last week a carload of spade handles to Liverpool. Mr. Buchanan intends visiting England next month to look after his interests there.

The Dominion Express Company has brought in a large number of new bicycles this season, a consignment reaching the city almost every day, and on occasions the shipments have numbered 50 to 65.—Free Press, Winnipeg.

The Ingersoll correspondent of The Hamilton Herald writes: One thing our town has to be specially proud of is the fact that there is scarcely a vacant store here. The one at present vacant on Thames street, lately occupied by A. D. McRossie, is to be occupied in a short time by one of our merchants, Mr. John Lenihan, who has found his business so increasing that another store is necessary.

R. T. Henderson and F. S. Omerod, of Toronto, have entered into partnership for the manufacture of oils in Winnipeg. They have acquired a property, and a building is being erected for their operations.

Some members of the Woodstock Board of Trade are in favor of submitting a by-law to the people to raise $30,000 for road machinery and improvement, and it is just possible that a recommendation of this nature may go to the Council.

THE CANADIAN HARDWARE AND METAL MERCHANT got up a special spring trade number as their regular May 1 issue. It is an attractive number in every way and will, beyond all doubt, prove very valuable to the Canadian hardware trade.—American Artisan.

Bromwell & Kennedy, St. Thomas, have added a new and important branch to their bicycle manufacturing business. This enterprise has assumed such large proportions as to demand the establishment of a plating plant, the machinery and material for which are now at their factory and will be in operation in a few days.

The Minister of Customs has seen fit to renew the arrangement with the C.W.A. officials regarding the abrogation of the charge for wheels brought into Canada by members of the L.A.W., the C.W.A. becoming responsible for their return. Only six cases came to light last year in which there was any trouble, and in each instance the wheel was traced, negligence on the part of the tourists being responsible.

Mr. Runsford has purchased the business formerly carried on in Coffee's Block by Mr. J. R. Jackson. He is having a partition run down the centre of the store and and will occupy the west half of the premises. It is his intention to carry a full stock of stoves, tinware and other house furnishings. He will also take contracts in tinsmithing and later in plumbing. Mr. Runsford is a first-class tradesman, and will, no doubt, make a success of the business he has undertaken to carry on.—Herald, Guelph.

George Bowditch, the veteran hardware merchant of Woodstock, died a few days ago, aged 84 years. For 51 years he had pursued his calling in Woodstock. He was a widower, his wife, Eliza Northover, having died in 1880. Two children are left, Mrs. Charles Clark and Emma, the latter at home. George Bowditch was born in Weymouth, England, in 1813. He learned his trade as a tinsmith in his native town, and in 1845 he left his home and came to Canada, settling first in Ottawa, then Bytown. The following year he moved to Woodstock.

Shipments by the Dominion Coal Company for April amounted to 32,000 tons, compared with 30,315 tons last year, 5,854 tons in 1895 and 1,664 tons in April, 1894. This makes shipments for the first two months of the company's fiscal year 56,000 tons, compared with 39,486 tons in 1896, 7,653 tons in 1895 and 5,824 tons in 1894. Shipments in these two months are always the smallest of the year.—Herald, Halifax.

A FIRE IN MONTREAL.

About 4 o'clock Sunday afternoon fire was discovered in the cellar of Wm. Sclater & Co.'s asbestos establishment, at No. 42 Foundling street, Montreal. There was a quantity of oil and other inflammable material stored in the cellar, and with great rapidity the flames spread throughout the basement, and, leaping up through the aperture of the hoist, which extended from the basement to the upper flat, in a very short time enveloped the whole building. The splendid work of the fire brigade, however, prevented the extension of the flames to the adjoining buildings, although the stock of Messrs. Kearney Bros., importers of teas, etc., was considerably damaged by water and smoke. Sclater & Co.'s establishment was badly gutted, and the loss will be considerable. The stock being largely composed of asbestos, was not much affected by the fire, the packing cases being burned away from the material, leaving the contents apparently unimpaired. Both Sclater & Co. and Kearney Bros. are said to be fully insured. During the progress of the fire the firemen were at times, owing to the shaky condition of the floors, in considerable danger, and the chief ordered the men to keep near the windows in case of a collapse.

STRATFORD'S BOARD OF TRADE.

Stratford's Board of Trade is to live. This was decided upon at a meeting held on Friday last to consider the question. These officers were elected:

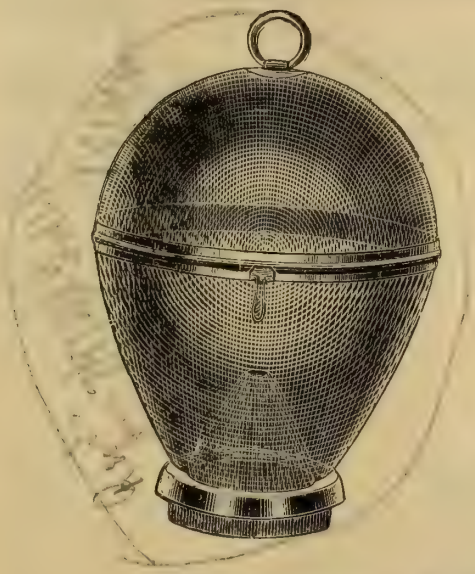
President, Mr. W. Preston.
Vice-president, Mr. George McLagan.
Honorary secretary, Mr. Duncan Ferguson.
Council, Messrs. E K. Barnsdale, Wm. Buckingham, Wm. Maynard, John Walsh, John Pullen, I. W. Steinhoff, E. O'Flaherty, C E Nasmyth, E. T. Dufton, W. M. O'Beirne and R.M. Ballantyne.

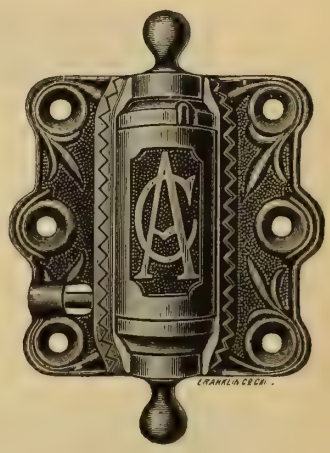
A meeting of the council was held immediately after the election of officers, when Mr. Maynard was appointed treasurer, and a committee consisting of Messrs. McLagan, Ferguson, Dufton, Buckingham and Steinhoff was appointed to revise the bylaws, and bring up a recommendation at the next regular meeting of the board. It is the intention of the members to simplify the organization by having a small Executive Committee instead of the former council, and to reduce the number of meetings.

H. S. HOWLAND, SONS & CO.

WHOLESALE
HARDWARE.

37 Front Street West, TORONTO.





Arcade.

Balloon Fly Traps.

Arcade Hold Back Spring Hinges

(JAP. OR BRONZED).

PERFECTION WINDOW SCREENS

No. 2—18 high, 20 in. wide, extends to 33 in.
No. 3—18 " 24 in. " " 41 in.
No. 4—24 " 24 in. " " 37 in.

SCREEN DOORS

No. 1.—3-panel, Stained, 2 ft. 8 in. x 6 ft. 8 in.
No. 2.—3- " " 2 ft. 10 in. x 6 ft. 10 in.
No. 3.—3- " " 3 ft. x 7 ft.

No. 1.—3-panel, Oiled, 2 ft. 8 in. x 6 ft. 8 in.
No. 2.—3- " " 2 ft. 10 in. x 6 ft. 10 in.
No. 3.—3- " " 3 ft. x 7 ft.

Perfection Screen Windows.

Fancy Screen Doors Oiled

100—1 Fancy Oiled, 2 ft. 8 in. x 6 ft. 8 in.
—2 " " 2 ft. 10 in. x 6 ft. 10 in.
—3 " " 3 ft. x 7 ft.

Fancy Screen Doors with Spindles

102—1 With Spindles, 2 ft. 8 in. x 6 ft. 8 in.
—2 " " 2 ft. 10 in. x 6 ft. 10 in.
—3 " " 3 ft. x 7 ft.

ORDERS FILLED PROMPTLY.

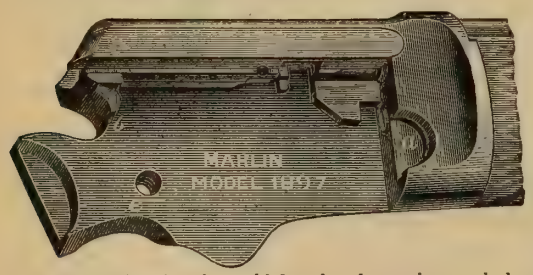
...GRAHAM Cut and Wire Nails are the Best...

OUR PRICES ARE RIGHT.

A NEW REPEATING RIFLE.

THE accompanying cuts are illustrations of a new repeating rifle, Model 1897, which the Marlin Fire Arms Co., of New Haven, Conn., are placing upon the market this season, and will be ready for delivery June 15, 1897. The rifle is a take-down repeater in 22 calibre, adapted to use in one rifle, without any change in adjustment, the 22 short, 22 long and 22 long rifle cartridges, including the smokeless cartridges in these sizes as well as the special cartridges with mushroom bullet.

In producing this rifle, the Marlin Fire Arms Co. is aiming to make it the best 22 calibre rifle it has ever produced, both in superiority of quality and of finish. Being a take-down gun it should prove of great convenience to people who desire to have such an arm with them on summer outings. While the quality of the gun is first class, it is simple in construction and removes the existing objections to a 22 calibre.



Left hand side of receiver, with barrel and magazine attached.

Right hand side of receiver with action ; butt stock attached.

The breech bolt is secure, so there is no danger of its dropping out and being lost, since to remove the bolt it must be pushed back to the limit of its path, when it can be taken out. Except at this point it cannot be removed. All parts of the action are securely fastened so that none can be lost, but at the same time all may be readily removed if desired, and as the action stands together every crevice can be cleaned.

To take rifle apart it is necessary merely to cock the hammer, unscrew the side-plate screw and then take apart, which will be done very naturally by lifting the butt stock part while holding the barrel.

To put rifle together, first cock the hammer ; then place the receiver together so that the lip A fits in ***a***, a recess being provided to receive A. Then as the right side of receiver is placed on the left side, the shoulders B and C fit in ***b*** and ***c*** respectively ; screw in side-plate screw.

AN ACETYLENE MOTOR.

The recent advent of acetylene gas as a commercial article has stirred the inventive faculties of the motor people, and a motor cycle driven by acetylene gas has been the result. Italy, which seems to be in the very forefront of the motoring industry, has got an acetylene gas motor cycle, made by Pedretti & Co. It runs on the four circle system, and the explosive mixture, which is formed at atmospheric pressure, is highly compressed before firing. The mixture of the air with the acetylene gas is made in the cylinder. The construction of that cylinder is kept private, but an automatic valve regulates the introduction of the air, whilst another automatic valve admits the gas from the generator into the interior of the cylinder. The igniting apparatus differs from all others in use at present, in the sense that it is neither by incandescent points, electricity nor external flame. It is formed of a tube four inches long, and about seven-eighths of an inch in diameter, which enters the compression chamber of the cylinder. This tube contains a substance which, when brought into contact with the explosive mixture, causes the latter to explode.

There are other useful features of this machine, such as the elimination of explosive danger, regularity in running by the use of a governor, which is not affected by road shocks, and other little contrivances. Altogether we should not be surprised to see acetylene gas playing a prominent part in motor propulsion.—Hardwareman.

PIG IRON PRODUCTION.

ALTHOUGH a number of smaller anthracite and coke furnaces have blown out during April, says The Iron Age, production has only been slightly decreased, because a few large plants have started and because current product of large steel works furnaces has been large. The charcoal pig iron product has not been so low for a long time past.

The weekly capacity of all the furnaces on May 1 compared as follows with that of preceding periods :

	Furnaces in Blast.	Capacity Per Week. Gross tons.
May 1, 1897	146	170,528
April 1,	153	173,279
March 1	156	169,986
February 1	154	162,959
January 1	154	159,720
December, 1, 1896	147	142,278
November 1	133	124,077
October 1	130	112,782
September 1	145	129,500
August 1	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1	196	189,398
April 1	200	187,451
March 1,	207	189,583
February 1	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391

In comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and Anthracite		Charcoal	
	Number in blast.	Capacity per w'k.	Fur'ces in blast.	Capacity per w'k.
May 1, 1897	133	166,799	13	3,729
April 1,	137	167,911	16	5,368
March 1	138	164,561	18	5,425
February 1	136	157,815	18	5,144
January 1	135	154,264	19	5,456
December 1, 1896	128	137,096	19	5,182
November 1	112	119,094	21	5,083
October 1	105	105,520	24	6 562
September 1	124	123,271	21	6,229
August 1	150	150,814	23	6,264
July 1	168	174,041	23	6,491
June 1,	175	176,749	19	5,471

The position of stocks, sold and unsold, as reported to us May 1, was as follows, the same furnaces being represented as in former months :

Stocks—	Dec 1.	Mar. 1.	April 1.	May 1.
Anthracite and coke	713,602	837,583	845,876	856.892
Charcoal	157,060	186,020	183,955	181,747
Totals	870,662	1,023,603	1,029,831	1,038,639

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

THEY TAKE THE LEAD . .

One of our customers sends us a clipping from the local newspaper showing how he advertises our Prepared Paints. He says: "We excel in Ready Mixed Paints, because we have the best. We can prove what we say, that the Sanderson Pearcy Paints we handle are far superior in every respect to anything of the kind made. Do not be misled by any claptrap to the contrary. We have handled and sold nearly all the brands and we know from experience which make gives the best satisfaction. The brand we had last season we shipped back in order to have the right article. Remember the brand —S. P. & Co."

SANDERSON PEARCY & CO., - Toronto.

HORSESHOE NAILS.

THE Canada Horse Nail Co., of Montreal, write as follows: "It is a matter of considerable importance to every purchaser or consumer of horseshoe nails, that the best only shall be procured. It does not make so much difference with other nails, which are driven in wood. But with horseshoe nails, as they are only used to attach a shoe to a horse's foot, which is a sensitive, vital structure, it is most important that the nails used should be perfect in every respect; free from 'splits,' or liability to fracture, etc. One imperfect nail, badly driven, may result in permanent disability or lameness to a horse. It is false economy, and poor buying, to take any risk, when you can avoid it.

"Our 'C' brand horseshoe nails have been manufactured and sold in Canada since 1865—a period of 32 years. They have been, and are still, the standard horse nails of Canada for quality and pattern, and are without a superior anywhere. We use only the best selected charcoal Swedish rolled nail rods, the best material known for the purpose. These are hot forged by machinery, which give all the advantages of the old-fashioned hand-hammered process, but with greater uniformity. After being 'pointed and finished' by patented machinery, used only in our works in Canada, they are all further examined singly by hand, and every nail not up to our high standard for 'C' brand, is thrown out. Every horseshoe nail we sell under our 'C' brand is warranted perfect and ready for immediate use. They will be replaced free of charge to any purchaser if found otherwise.

"If your dealer cannot supply you with them write us direct. Our price is 50 per cent. discount from the standard list, f.o.b. Montreal. Samples and other information on application to us."

TRANSVAAL GOLD.

The following is a summary of statistics relating to the Transvaal gold mining industry, just published by the Minister of Mines: During last year 4,803,033 tons of ore were taken from the mines, crushed to powder and chemically treated. The workmen employed numbered 9,375 whites and 64,012 natives. These figures show an increase of 425,891 tons ore, 1,852 whites and 9,885 natives over the return for 1895. The value of the gold produced amounted to £8,603,821, an increase of about £300,000 over 1895, and bringing the total value of gold produced since 1884 to £42,333,248. The mill and cyanide returns show an average for the whole of 27s. 6d. per ton from the mill and 14s. 8d. per ton from tailings. The dry process resulted in an extraction of an average of 25s. 2d. per ton, the highest being from De Kaap at 29s. 8d. per ton, and Klerksdorp the lowest, close upon 16s. per ton.

PERSONAL MENTION.

Major H. M. Pellatt, of the Queen's Own Rifles, Toronto, secretary of the Canada Paint Co., has been invited to represent that corps in the Jubilee procession.

W. H. Lake, 608 Queen street west; Albert Maas, 534 Queen street west; George Pearsall, 417 Yonge street, and J. W. Oram, 836 Yonge street, are all decorating their stores in honor of the Queen's Jubilee.

These country merchants were noticed in Toronto this week: Messrs. J. H. Glendinning, Sunderland; —Padget, of Padget & Hay, Unionville; H. Keys, Weston; R. R. Brown, Lansing; W. J. Morrish, Highland Creek; W. H. Manning, Coldwater.

Mr. Henry Clucas, one of the western travelers for the Canada Paint Co., was in Toronto on Wednesday. Mr. Clucas is a native of the Isle of Man, and to hear him recite "My own Ellan Vannin, the gem of the sea," is worth going some distance. Mr. Clucas is full of reminiscences of Manxland, famed in song and story, and bids fair to outrival Hall Caine as a raconteur.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

PORTLAND
...CEMENTS

...FIRE BRICKS
...SEWER PIPES
...CALCINED PLASTER
...WHITING

Large Stocks.
Lowest Prices.

Ask For Our Quotations.

W. McNALLY & CO. - MONTREAL.

TRADE NOTES FROM HALIFAX.

THE employes in the Dartmouth Rope Works have been notified to look out for other employment. It is given out that if a change is not made in Mr. Fielding's tariff, work will be suspended indefinitely. The Liberals contend that the company have no intention of shutting down and are merely working up a scare.

The Starr Manufacturing Co. are also talking of suspending operations on account of the tariff. John Forbes, of the Forbes Manufacturing Co., says he has no complaint to make against the new tariff. It suits him. Evidently the two big skate factories have different ideas of the working of the tariff.

Graham Fraser, manager of the New Glasgow Steel and Iron Co., who was in the city the other day, told HARDWARE AND METAL that the present tariff would ruin his industry. Already work is being curtailed. He said he would sell his preferred stock at 50c. on the dollar, and throw in a share of unpreferred for nothing with each share of preferred sold.

W. E. Dawson, one of the leading hardware merchants of Charlottetown, P. E. I., is in Halifax this week. Mr. Dawson is Mayor of that city and is one of its most progressive citizens.

Trade is reported fairly good and will no doubt get better with an improvement in the weather.

The assignees' interest in the St. John Nut and Bolt Works and Coldbrook Rolling Mills was sold on Monday last to George W. Ketchum for $5 over the mortgage of $9,000.

JOINTING TUBES WITHOUT BRAZING.

SOME time ago we mentioned the ingenious system of hydraulic jointing which had been invented by Mr. Crowden, and which was claimed to be just what was wanted in cycle work, but very little has been heard of the invention lately.

Another inventor, Mr. J. G. Inshaw, Ivy Mount, Gravelly Hill, near Birmingham, has brought out a system of jointing which in some respects resembles Mr. Crowden's, only that the hydraulic pressure is dispensed with.

In Mr. Inshaw's system, the lug is encircled by two internal grooves or corrugations, and the tube is bulged outward so as to fill the grooves. But the ingenious part of the invention is the method by which it is expanded just where the grooves come. A small contrivance is inserted, which consists of two small saucer-like discs just fitting the tube. These discs have their concave sides facing each other, and by means of a collar are kept at the same distance from each other as the two grooves. They are inserted into the tube till they come exactly opposite the grooves, and then, by means of a screw which passes through them, they are flattened out. The result of flattening them is that their circumference is increased, and they force the tube outward into the grooves. It is necessary, at all events in many of the joints of a cycle, to have a hole in the lug through which a key can be inserted to turn the screw, but the hole is afterwards filled up, so that it does not show.

This is briefly the essence of the system. We are not prepared as yet to offer a decided opinion as to its practical merits, as various points suggest themselves which require further elucidation. But the advantages of the system if it really is a practical success are obvious. The steel is not damaged by the heat which is requisite for brazing, and aluminum or any other metal which cannot easily be brazed can be jointed by this process. The cost is also said to be less than that of brazing, as there is no cleaning to be done afterwards, and machines can be packed for export in parts, and easily put together abroad. Moreover, in the event of an accident it is a much simpler matter to insert a new tube. Mr. Inshaw writes to say that a machine built on this system has been well tested with exceedingly satisfactory results, and that a large company is about to be formed for the purpose of building extensive works fur the manufacture of cycle frames and components with brazeless joints.—Ironmonger.

: : YOU MAKE MONEY BY SELLING : :

Cavalier and Pelham Bicycles

Search Light Lamps, Christy Saddles,
Standard Cyclometers, Etc.

CAVERHILL, LEARMONT & CO. - MONTREAL.

SOLE CANADIAN AGENTS.

A. ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

FRS. SCHOLES, Man. Dir.
J. J. McGILL, Gen. Mgr.

Canadian Rubber Company

OF . .
Montreal
Toronto
and
Winnipeg
Capital, $2,000,000
. . Manufacturers of the . .

Highest Grade Rubber Belting

MADE IN AMERICA.

Specially Adapted for Use in Lumber Mills, Pulp Mills, Etc.

Western Branch: Cor. Front & Yonge Streets, TORONTO
J. H. Walker, Mgr.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

. . . LONDON, ONT.

Dealers and Importers of

Linseed Oil
Spades and Shovels
Harvest Tools
Window Glass
Cut Nails
Wire Nails Binder Twine
Cordage
Chain
White Lead
Building Paper
Galvanized Iron

Also full lines of Butler's, Rodgers' and Askham's Cutlery, German and English Razors, Carvers, Pens and Pocket Knives

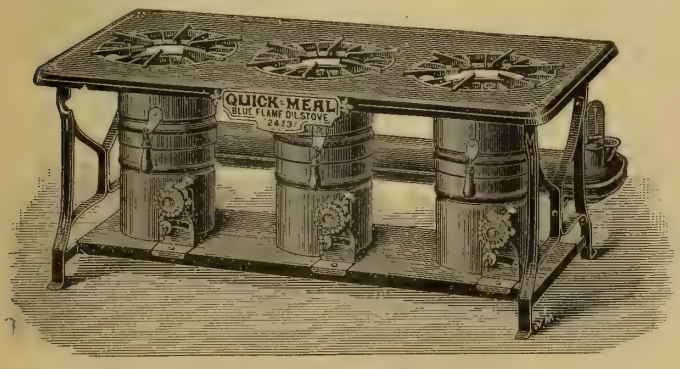
QUICK SHIPMENT. CLOSE PRICES. LARGE STOCKS.

Summer Stoves **Oxford Gas Ranges** *400 and 500 Series*

ARE NEW AND UP-TO-DATE FOR 1897.

They Are Quick Sellers. **They Have No Equal.**

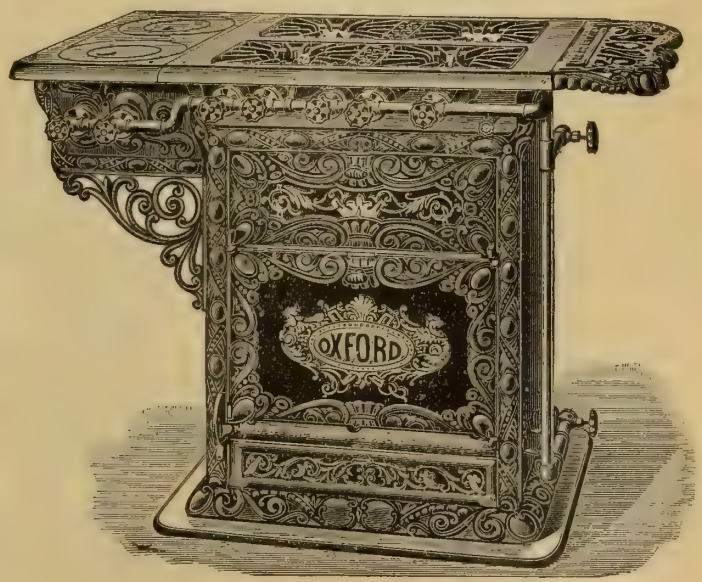
We manufacture this range with Single Oven, Single Oven and Water Heater, Double Oven (one Roasting and Baking Oven, and one Broiling and Toasting Oven), and Double Oven and Water Heater. We are the originators of this style range with **BROILING AND TOASTING OVEN ON TOP,** the convenience of which will be at once appreciated. We make and carry in stock all styles and sizes of Gas Stoves from the smallest Hot Plate to the Largest Hotel Range.



We are Sole Canadian Agents for the

Quick-Meal Gasoline and Blue Flame Oil Stoves.

Mail Orders will receive prompt attention
Send for Illustrated Catalogues.



Baking and Roasting Oven, 18 x 18 x 12.
Broiling and Toasting Oven, 18 x 18 x 6.

The Gurney-Foundry Co. Ltd., - Toronto

The Gurney-Massey Co. Ltd., Montreal

MANITOBA MARKETS.

WINNIPEG, May 21, 1897.

TRADE is fairly good and prices range very much the same as last week. There is a change in barbed wire, and by this time next week there will, no doubt, be a decided change in the price of screws. The bicycle trade seems to be increasing with each passing week. Two wheels which sell well were got out by J. H. Ashdown & Co. for his own trade. They are the "Chinook" and the "Atlas." This firm also handles the "Stearn." There is a proposal on foot now to tax bicycle riders $1 per year and devote the funds thus raised to the proposed cinder tracks. The lantern by-law is being enforced with great vigor, and if in addition to this everybody awheel is to wear a tag like the dogs, wheeling may possibly lose some of its charm.

BARBED WIRE—Market price, $2.75 per 100 lbs., but in a few cases price has been shaded for carload lots.

WIRE NAILS—New price, $2.75, with new list of Canadian extras.

CUT NAILS—Proportionate reduction has been made on $2.60 basis.

HORSE NAILS—45 per cent. discount.

HORSESHOES— $4 for ordinary brands, and $4.25 for snowshoe.

SCREWS—Flat head, brights, 80 and 10 per cent.; round head, brights, 77½ and 10 per cent.; flat heads, brass, 77½ and 10 per cent., round heads, brass, 77½ and 10 per cent.

BOLTS—Carriage bolts, 60 per cent., and tire bolts, 60 per cent.

NUTS—⅜ and larger, 2½ to 3c. discount.

CORDAGE—Sisal rope, 7-16 in. and larger, 6c. lb.; ⅜, 6½c.; ¼ and 5-16, 7c.; manilla, 7-16 and larger, 7½c.; ⅜, 8c.; ¼ and ½, 8½c.

HARVEST TOOLS—60 and 60 and 10 per cent. discount.

AXES—$6 to $8 per doz.

BUILDING PAPER—Cyclone or Anchor brand, 60 to 65c. per roll; Cyclone or Anchor brand, tarred, 75 to 80c.

GREEN WIRE CLOTH—$1.50 to $1.60 per 100 square feet.

POULTRY NETTING—2-inch mesh, 60 to 65c. per 100 square feet.

BAR IRON—Reduction in price to $2.15 per 100 lbs. has taken place.

GALVANIZED IRON—American, 24 gauge, $4 to $4.25; 26 gauge, $4.25 to $4.50; 28 gauge, $4.50 to $4.75.

SHEET IRON—$3.75 to $4.

CANADA PLATES—$3.50 to $4 per box.

TIN PLATES — I. C. charcoal, Allaway brand, $4.50 per box; I.X., $5.50; I.C., charcoal P.D., Crown brand, $5; I.X., $6 per box.

SHEET ZINC—6 to 7c. per lb.

WROUGHT IRON PIPE—To 2 inch 65 and 67½ per cent.; over 2 inch 67½ to 70 per cent.

LEAD PIPE—$5.25 per 100 lbs.

PIG LEAD—$4 to $4.50 per 100 lbs.

SOIL PIPE AND FITTINGS—50 to 50 and 10 per cent.

PORTLAND CEMENT — Canadian, $3.75 per barrel; English, $4 per barrel; Josson, $4.25; calcined plaster, $3.25 per barrel.

PAINTS OILS, ETC.

Business is reported good in this branch. Stocks are low, and dealers are waiting for shipments via the lake and rail route, to secure the lower water rates. Paints, glass, bluestone, leads, etc., come under the new reduced freight classification. Prices are as follows:

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 4c.; Venetian red, barrels, 3c.; less than barrels, 3½c. American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

VARNISHES—No. 1 furniture, per gal., $1; extra furniture, $1.35; pale oak, $1.50; elastic oak, $1.50 to $1.75; No. 1 carriage, $1.50 to $1.75; hard oil finish, $1.50 to $2; brown Japan, $1; gold size, Japan, $1.50; No. 1 orange shellac, $2; pure orange shellac, $2.50.

SUNDRIES—Glue, S.S. in sheets, per lb., 12½ to 15c.; glue, white, for kalsomining, 15 to 18c.; stove gasoline, per case, $4; benzine, per case, $4; benzine and gasoline, per gallon, 50c. Axle grease, Imperial, per case, $2.50; Fraser's axle grease, per case, $3.75; diamond, do., $2.25 per case. Coal tar, per barrel, $8; Portland cement, per barrel, $4; plaster, per barrel, $3.10; plasterers' hair, P. P. 90c. per bale; putty, in bladders, barrel lots, 2½c per lb., for less than barrels, per lb., 2¾c.

WINDOW GLASS—First break is quoted at $1.75 per box of 50 feet, and $2 for second break.

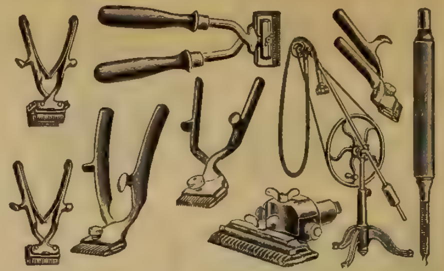
LINSEED OIL — Raw, per gal., 50c.; boiled, per gal., 53c. in barrels; less than barrels, 5c. per gallon extra, with additional charges for cans.

TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c. An additional charge for packages for small quantities.

OILS—Range about as follows: Black oils, 25 to 30c. per gallon; clear machine oils, 33 to 40c.; cylinder oil, 50 to 75c. as to quality; castor oil, 10c. per lb.; lard oil, 70c. per gal.; tanners' or harness oil, 65c.; neatsfoot oil, $1.20; steam refined seal oil, 85c.; pure winter bleached sperm oil, $2 per gallon.

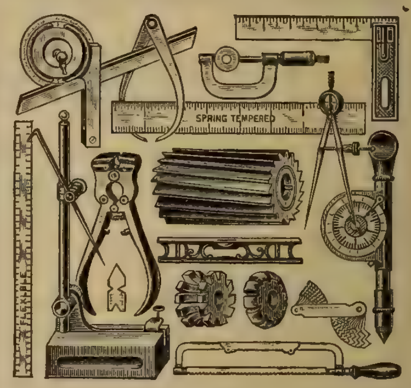
DEPARTMENT STORE DESTROYED.

The departmental store of the John Eaton Co., Ltd., Yonge and Temperance streets, Toronto, was destroyed by fire on Thursday morning. Not even the walls are left standing. The loss is probably about $250,000.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO., Worcester, Mass.** Catalogue on application.

STARRETT'S



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ATHOL, MASS., U.S.A.

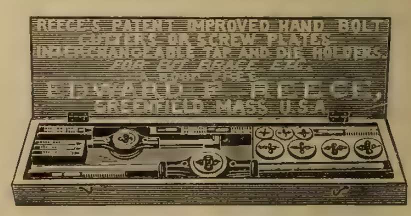
COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.



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Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
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Cherry Stoners... *"ENTERPRISE"*

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BLUE FLAME OIL COOKS...

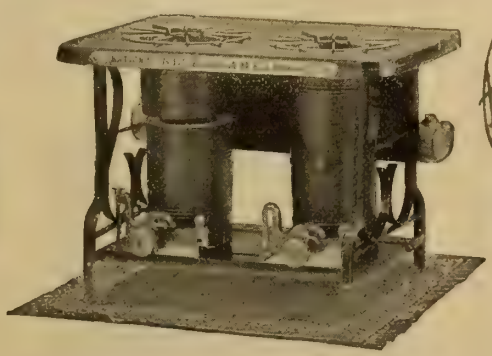
NO SMOKE **NO ODOR** **NO DIRT** **NO ASHES**

The most simple and economical Blue Flame Oil Stove on the market. Bakes and Boils equal to any cook stove. A mechanical adjustment controls and locks the wick at the proper height, thus preventing it from smoking. No thumb-screws to get out of order. Simple and perfect.

COSTS but one cent per hour for each burner with

THE . . .

Nati onal



One Handle extinguishes the wick, raises the chimney, and leaves the burner ready for next lighting. No confusion with different handles. No trouble to put in New Wicks. Simple as a household lamp. No Springs or Screws on wick tubes to hinder easy operation of the wick. The base of the burner is constructed of heavy Brass Castings. Feed pipes are threaded at the ends, and are screwed into the base and elbows, making it very strong and impossible to leak. This point, we claim, makes "The NATIONAL" the most substantial stove of this kind in the market.

We ask dealers handling "The NATIONAL" to remove the lower drum of the stove and show to intending purchasers the Simple and Substantial Construction of this Stove.

WRITE FOR CATALOGUE.

The D. MOORE CO. Ltd., - HAMILTON.

SOLE CANADIAN AGENTS.

MARKETS AND MARKET NOTES

OUEBEC MARKETS.

MONTREAL, May 21, 1897.

HARDWARE.

THERE has been a fairly good week's business in general hardware. In the case of many lines retail traders have been holding off for a long while and now they have been absolutely compelled to replenish stocks of certain lines. This is the case largely with cut and wire nails which, while unsettled as to prices, have contributed quite a brisk movement. The same is to remark with respect to screws, but bolts and rivets did not pick up much as a result of the recent changes. Ice cream freezers have attracted an active demand this week and the same can be said of wire cloth and screen doors and blinds. Carpenters' tools were also asked for pretty freely this week and the movement in harvesting implements, both small and large, has been well maintained. In a word, while buyers continue to show caution, the wholesale houses have not by any means been idle.

BARBED WIRE — Supplies are light and prices are nominally unchanged on barb wire. We quote ; $2.60 f.o.b. Montreal, and $2.50 f.o.b. Toronto, Hamilton and London. Freight prepaid in Ontario on 1,000 lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms : 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE—Values on this line are far from settled, and in the majority of cases 30 per cent. is now allowed. Terms are : 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—There has been little improvement in the demand, despite the fact that jobbers have been allowing discounts at 30 per cent. off the list on coppered spring, tinners' coppered iron, etc.

WIRE NAILS—Although prices are nominally the same, it is an open secret that less than the base price has been accepted under certain circumstances. In fact, we quote the base price for C.L. and L.C.L. at $2. Demand for these has been quite active lately as stocks all over in retailers' hands were exceptionally light.

CUT NAILS—The decline in these and the fact that supplies were wanted induced quite a free movement this week. In Quebec the base price is $1.95, while in Ontario it varies according to the cost of laying down United States nails from Pittsburgh.

HORSE NAILS—Rule quiet and nominally unchanged ; discounts 50 per cent.

HORSESHOES—As last noted. We quote f.o.b., Montreal : Iron shoes, $3.25 ; steel shoes, XL 3 and 4, $4.50 ; ditto 0 and 2, $5.25 ; assorted, $5 ; steel toe weights, $5.50.

SCREWS—There has been quite a brisk demand for screws since the reduction, as retailers were badly in want of supplies. Discounts now are: Flat head, bright, 87½ and 10 ; round head do., 80 and 10 ; flat head, brass, 82½ and 10 ; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—Business rules quiet with discounts ranging from 10 to 12½ per cent.

BOLTS—The reduction in bolts has not led to any appreciable change in business. Discounts are : Common bolts, 70 and 10 ; full square bolts, 70 and 10 ; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 70 per cent.; coach screws, 75 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS—Business remains quiet. Discounts are as follows : Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE — There is a quiet business doing in cordage and prices are unchanged. We quote : Sisal, 5¼ to 5½c. for 7-16 and upwards, and manilla, 6¾ to 7c. for 7-16 and upwards, and 7 to 7¾c. for smaller sizes.

HINGES —Remain as before, with prices from $2.50 to $3.60, as to size, etc.

CHURNS AND WRINGERS — Continue as reported before.

ICE CREAM FREEZERS—Orders for these are coming in quite freely this week.

SPADES AND SHOVELS — There is little change to report in these.

TOOLS— Enquiry for good assortments of carpenters' tools have been a feature of the demand this week.

BUILDING PAPER—Continues quiet and unchanged. We quote : Plain building, 30c. ; tarred lining, 40c.; and do. roofing, $1.40.

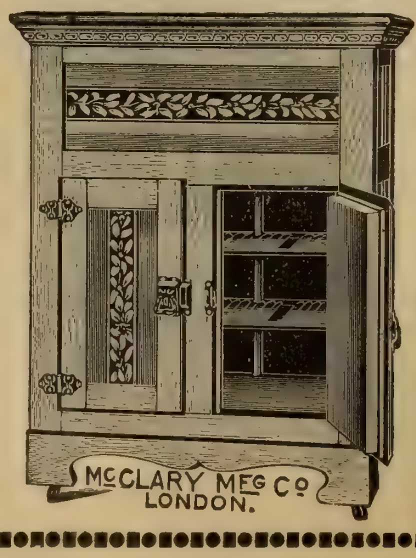
LEATHER BELTING—Continues quiet and as last quoted.

CUTLERY—Much as it was a week ago.

WIRE SCREENS—There has been a good movement in these and also in wire cloth.

SPORTING GOODS—Business in this line is of an indifferent character.

A GOOD **Refrigerator**



is a comfort while a poor one is not worth house room. **We guarantee ours satisfactory.**

Made of seasoned hardwood strongly put together and handsomely carved. Zinc lined and charcoal sheathed. Bronze locks and hinges, strong and of unique design. Ice racks and provision shelves strong and serviceable. Entire refrigerator easily cleaned.

The system of circulation, ventilation and insulation ensure a pure, dry, cold air.

Seven different sizes, with ice capacities from 25 lbs. to 180 lbs.

We have also a small quantity 1895 patterns, family size, which we will sacrifice at $12.00 each.

The McCLARY MANUFACTURING CO.

London Toronto Montreal
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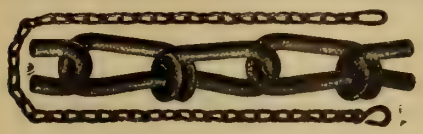
1897 IMPROVED 1897

STEEL WIRE TRACE CHAINS



Made Heavier and Stronger for 1897.
Every Chain Guaranteed.

Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
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Eastern Depot, 422 St. Paul St., MONTREAL

Portland Cement

English, Belgian, German,
American and Canadian.

Calcined Plaster

F-FF-FFF or Dental Rock Wall and
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31 Wellington street, MONTREAL

BRILLIANT
FRENCH
PLATE GLASS

THE BEST AND PRICES THE LOWEST
AT THE
Consolidated Plate Glass Co.
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TORONTO, MONTREAL, LONDON, OTTAWA

FISHING TACKLE

Our stock is most complete in
all kinds of Sporting Goods
Consisting of
Fishing Tackle, Lacrosses, Footballs, Boxing Gloves, Punching Bags, Base-ball Goods, Camp Sets, Folding Furniture, Hammocks, etc., etc.

Send for Catalogue B.

The Wightman Sporting Goods Co. 403 St. Paul St. MONTREAL

CEMENT— Demand is quiet and prices steady. We quote ex wharf on this account : English, $2 to $2.10, and Belgian, $1.90 to $2.

FIREBRICKS—Fair demand at $16 to $21 per 1,000, ex wharf.

METALS.

The heavy iron and metal market has ruled moderately active, but demand is only for small quantities, which restricts the volume of trade. Values show some alteration in pig iron, etc., as a consequence of the opening in earnest of navigation, both inland and foreign.

PIG IRON — Summerlee pig has been offered this week at $17.50 to $18 ex ship, and equal brands of British iron may be quoted around the same figure. In domestic pig, No. 2 Hamilton iron has been offered here as low as $15.50 and No. 1 at $17, while Ferrona and Siemens range from $14 to $16 ex wharf. We quote : Hamilton, $17 for No. 1, and $15.50 for No. 2 ; Ferrona, $14 to $16 ; Siemens, $14 to $16 ; Summerlee, $17.50 to $18 ; Carron, $18 ; Ayrsome, No. 1, $16; Eglinton, $15 to $16 ; and Carnbro', $16 to $16.50.

BAR IRON—Prices on bar iron are very unsettled and demand is of an indifferent character owing to this fact at $1.45, but round lots have been shaded fully 10c. per 100 lbs. on this figure.

BAND IRON — Remains as last noted at $1.75.

HOOP IRON—A few sales are passing at the old basis of $2.25.

SHEET STEEL — Quiet and steady at $2.60 to $2.70.

SHEET IRON—Prices on sheet iron have declined 25c., and the base price is now $2.25.

GALVANIZED IRON—This line is 25c. lower, at $4.25 to $5.25, and good import orders have been noted during the week.

TINNED IRON—There is a moderate enquiry for this also at $5.50 up to 20 gauge.

LEAD PIPE—Business fair and prices steady at 7 to 7½c., with discounts 30 and 5 off.

PIG LEAD—Firm and 10c. higher at $3.35 to $3.60.

INGOT TIN—As last reported, at 16 to 16½c.

INGOT COPPER—In moderate enquiry, at 12 to 13c.

IRON PIPE—This line is now sold net, like other leading domestic manufactured staples, prices ranging from 1⅞c. on ¼ inch, 9¼c. on 2 inch black, and from 4c. on ¼ inch to 11½c. on 1½ inch galvanized.

CANADA PLATES—Values on these are far from settled, although standard brands

Abbott & Co.
ROLLING MILLS

Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES
MONTREAL

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

ARBENZ RAZORS

Interchangeable Blades.

LAMPLOUGH & McNAUGHTON
MONTREAL

WE MAKE THEM . . .
Napoleon and Monarch
Rawhide WHIPS

They will keep their shape in all kinds of weather. Most durable Whips made. Textilene and Rubber lined. Patented and manufactured only by

HAMILTON WHIP CO.
119, 121, 123 Mary Street - - Hamilton
Moderate prices.

are held steady enough. We quote the range lower at $2.35 to $2.60.

TERNE PLATES—Moving out quietly at $6 to $6.25.

TIN PLATES — There has been a fair jobbing enquiry for these and demand for importation has also been more encouraging. We quote: Coke, I. C., $3 to $3.20; charcoal, I.C., Allaway, $3.25; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X,, $4.50.

BOILER PLATE—Fair quantities of this have been asked for on the basis of $1.90 to $2.

SOLDER—A fair demand is noted at 12 to 13c.

SHEET ZINC — Quiet and steady at $5 to $5.25.

SPELTER—As last reported at $4.50 to $4.70.

ANTIMONY—Featureless at 10c.

SCRAP IRON—Nothing is doing in scrap iron as yet.

GLASS.

Owing to large importations prices have declined 10 to 15c. per 50 feet and 50c. per 100 feet. We quote: First break, $1.25, and second, $1.35 per 50 feet; third break, $2.80 per 100 feet.

PAINTS AND OILS.

Business in paints and oils has continued good, and makers generally claim to be busily employed on orders. There have been few changes of importance in values since last report, linseed ruling steady at the decline. An active demand has been noted for white lead and with light stocks prices are steady. Ready mixed paints also continue in good enquiry. There has been no further change in turpentine.

WHITE LEAD—Continues in good enquiry, and prices are steady. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Stocks continue light and prices steady. We quote: Pure, 3¾c. in casks, 4c. in kegs, and No. 1, ¼c. less.

LIQUID PAINTS—All kinds of prepared paints have continued in active request at current quotations.

PUTTY—Unaltered in price and demand fair.

SHELLAC—With light stocks and a fair demand prices are steadily held at 24c. for pale orange in case lots.

PARIS GREEN — There is a firm feeling on Paris green, for which the enquiry is increasing.

DRY COLORS—All kinds are being shipped freely.

LINSEED OIL—There has been no further change. We quote: Raw, 42c.; boiled, 45c.; 5-barrel lots 1c. per gallon less.

TURPENTINE—Prices are unchanged as last reported at 43c. in single barrels and 42c. in 5-barrel lots.

VARNISHES—Continue in fair demand.

SEAL OIL—Rules easy at 47 to 49c.

NAVAL STORES—There has been no change in these. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

ASHES.

The ashes market is easier in tone at $3 for first pots, and $2.80 for seconds, while pearls are quoted $4.40.

PETROLEUM.

There is a fair demand for petroleum, which rules steady. We quote: Canadian, 14½c. car lots and 15½c. for smaller quantities. American—prime white 17c. in car lots; water white, 18½c., and astral, 20½c.; smaller lots 1c. advance on these figures.

HIDES.

The hide market is steady at the decline. We quote: No. 1, 8c.; No. 2, 7c., and No. 3, 6c.

COAL.

Some large contracts for Lower Ports steam coal have been made this spring at much lower prices than last year. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6, delivered; Scotch steam, $3.50 to $3.60, ex ship, and Lower Ports steam, $2.50 to $2.75, ex ship.

TRADE NOTES.

Galvanized iron is 25c. lower per 100 lbs. than it was a week ago.

Prices on sheet iron have been marked down here 25c. per 100 lbs.

There has been an advance of 10c. per 100 lbs. in the price of pig lead.

Canada plates exhibit an irregular feeling and round lots have been shaded over 10 to 15c. per 100 lbs.

All pig iron sold here is now quoted ex wharf, and prices have to be re-adjusted all round as a consequence.

Large receipts of glass and the change in the duty have led to a radical decline in the price of glass on this market.

ONTARIO MARKETS.

TORONTO, May 21, 1897.

HARDWARE.

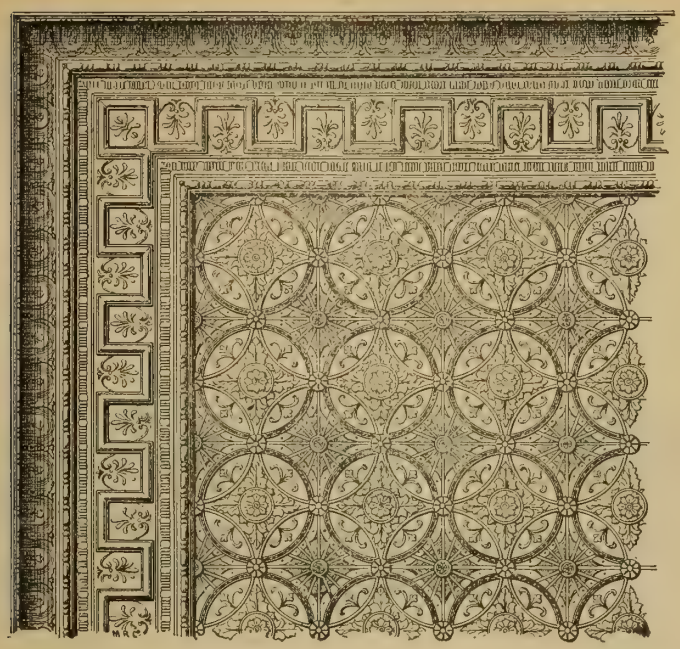
THE uncertainty which has surrounded certain staple lines during the past two or three weeks on account of the tariff changes still exists to some extent, but, as the Government has promised to give its final deliverance on Tuesday next, a week from now will in all probability see prices on a more settled basis. The volume of business is, if anything, not as large as it was a week ago. Another re-arrangement has taken place in regard to the manner of quoting cut nails, the base price now being $1.74, Pittsburg, duty added. Orders for wire nails are coming in more freely. The same may be said in a modified sense in regard to rope. Churns, too, show a little more activity, and clothes wringers are in better demand. The trade in ice cream freezers is decidedly active. Quite a brisk trade has sprung up in milk can trimmings and eave troughing. Gas and oil stoves are experiencing a good seasonable demand. The general trade outlook is improving.

BARB WIRE, ETC.—No further change has taken place, and jobbers are still experiencing difficulty in supplying the demand. Next week, however, it is expected this difficulty will be overcome. We quote: $2.50 per 100 lbs. Ontario and $2.60 Quebec, with terms and deliveries as before. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE — Orders are not coming in very rapidly or for large quantities. The discounts have again been slightly increased. Discounts, 27½ to 30 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots ofless than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—There is very little doing in this line. Another slight increase in the discount has also been made in plain wire. We quote: Tinners', coppered iron, and coppered spring, discount 27½ to 30 per cent. f.o.b. Toronto, Montreal, Hamilton and London. It seems we were in error last week when we stated that freight on plain wire was prepaid. The onus of the error is upon our informant, however.

WIRE NAILS—Some efforts have been made the past week to induce manufacturers to accept lower figures for round lots, but they appear to have been futile. The manufacturers state that at figures now ruling they cannot accept lower prices, and that values would advance were the United States market to take an upward turn. The demand for wire nails in the United States has for some weeks rather exceeded the supply, although this is now being overcome. We quote $1.94 in carload lots and $2.04 in lesser quantities, delivered at Toronto, Hamilton, London, or points where the freight rate from Pittsburg is the same as to these cities; to places where the rate is



ONE OF OUR DESIGNS.

Embossed Steel Ceiling

WE were the first concern to make Embossed Steel Ceilings, and, having the necessary experience, have always kept our designs up to date.

No imitator has yet produced their equal. **You should handle these goods.**

Have you had our '97 CATALOGUE? IT'S A DAISY.

THE METALLIC ROOFING CO. LTD.

TORONTO

The Pioneer Makers of Sheet Metal Building Materials.

higher than to these points excess will be added.

CUT NAILS—Another re-arrangement of the method of quoting cut nails has been made. The base price is now $1.74 Pittsburg, duty included; freight to be added.

HORSE NAILS—Trade is a little better this week. Discount, 50 per cent.

HORSESHOES—An improvement in the demand is also to be noted in this line. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS — Are moving more freely than they were. Discounts are now: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Trade is quiet. Discounts, 10 to 12½ per cent.

BOLTS — The usual steady demand for bolts is to be noted. The discount on stove bolts should have been last week quoted the same as on tire bolts. Discounts are: Common bolts, 3-16, ¼, ⅜ and 5-16, 70 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.: machine bolts, 70 per cent.; coach screws, 77½ per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS — Business is quiet and prices unchanged. Discount, 17½ per cent.

RIVETS AND BURRS—Trade is quiet. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE — Trade is a little better than it was. We quote: Sisal, 7-16 in. and larger, 5¼c.; ¼ and 5-16 in., 6¼c.; ⅜ in., 5¾c.; 3-16 in., 6¾c. Manilla, 7-16 in. and larger, 6⅞c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅞c.; 3-16 in., 8⅜c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — Have been moving more freely, but trade is not yet altogether what might be called good. Discounts 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Although no large quantities are being ordered, the demand is a little better than it was. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—There is no special feature to report, trade being still active. Discount, 45 per cent.

HARVEST TOOLS — Business continues good and the discount unchanged at 60 and 10 per cent.

BUILDING PAPER—The demand has increased again, quite a number of orders having been received during the week. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—A number of orders were received this week for general lines. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—There is still a little enamelled ware moving, but no large orders are reported. Tinware is quiet.

GAS AND OIL STOVES—The demand for these has improved, and business may now be termed active.

EAVE-TROUGHING — Is going out more freely than is even usual at this time of the year. The same may be said of conductor pipe.

MILK CAN TRIMMINGS — Much to the

gratification of the trade, an increased demand for milk can trimmings has sprung up during the past week. At least, some of the manufacturers have so far this month sent out more than they did during the whole of the previous month.

HINGES—The demand continues active, both in barn door and T and strap. We quote: Screw hook and hinge, 6 to 10 inch, $3.40 to $3.50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—A fair assorting trade is being done, but there are no special features to note.

SPORTING GOODS — There is a little ammunition going out, but in sporting goods generally trade is quiet, and is expected to remain so until July.

SCREEN DOORS AND WINDOWS—Are going out freely, and prices rule firm.

POULTRY NETTING—Trade is fairly satisfactory. Discount, 67½ per cent.

GREEN WIRE CLOTH — Orders are only for small quantities, but there are a number of these being received. We quote: $1.35 per 100 square feet.

GARDEN HOSE — These are moving out nicely. We quote: Standard brands, 72½ per cent.; "Competition," or "Trade," 77½ per cent.

CEMENT—Business is fair. We quote in car lots: Canadian Portland, $2.50; English do., $2.75; Belgian do., $2.50; Canadian hydraulic cements, $1.10; calcined plaster, $2 per barrel.

METALS.

Pending the final decision of the Government regarding the tariff the metal trade remains quiet and unsettled.

PIG IRON—Although we hear of a few transactions in United States pig iron on the Toronto market at quotations, yet business is, on the whole, quiet. Quotations, Toronto, are: Southern soft, $15.50 for No. 1, and $15.15 for No. 2; Southern foundry, $15.75 for No. 1; $15.25 for No. 2, and $15 for No. 3; Hamilton iron, $15 for No. 1.

BAR IRON—Is dull and nominally unchanged. Base price $1.45 to $1.50.

SHEET STEEL—There is not much doing. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—The conditions are much about the same as a week ago. We quote as follows: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—The increased business noted last week has been maintained, and quite a number of deliveries have been made to country points direct from Liverpool of orders booked some time ago. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½ ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

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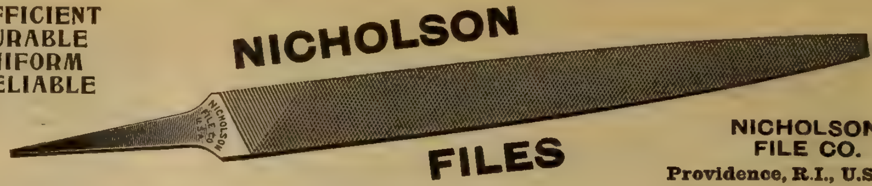

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FILE CO.
Providence, R.I., U.S.A.

The Marlin Repeater Model 1894

Has a Solid Top Receiver and Ejects at the Side.

It is at once the safest and most convenient, while also combining in a superlative degree the essentials, **strength and simplicity**, owing to the fewness of parts and the consequent general solidity. It is of course made in all styles. Two popular calibres are the

AND

These are two of the sizes of the Model 1894. All lengths and styles of barrel and magazine. Regular and Take Down.
Send for catalogue to

THE MARLIN FIRE ARMS CO.

For Sale by all Jobbers. NEW HAVEN, CONN., U.S.A.

To Whet a Scythe...

properly requires a good Scythe Stone.

Pike's BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND

are positively the best on earth. *Scythe Stones*

Pike's Lily White Washita OIL-STONE has no equal for mechanics' tools.

WRITE FOR PRICES

The Pike Mfg. Co., Pike Sta., N.H.

TINNED IRON—Is still in fair demand at firm prices. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—A still further increase is to be noted in the demand for lead pipe, and business is now better than it has been for some time. This is especially so on country account. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—There has been no further change. Discount, 60 and 10 per cent.

PIG LEAD—Some good shipments have been made during the week, and prices are ⅛c. higher. We quote: 3½c. in ton lots and 3⅝c. in small lots.

INGOT TIN—Stocks are still low and the demand fair. We quote: 16¼ to 16½c.

INGOT COPPER—Trade is still quiet. We quote: 12⅝c. in large lots, and 12⅞c. in small lots.

SHEATHING COPPER—Trade continues quiet. We quote: Case lots at 15c., and smaller quantities at 15½ to 16c., according to number of sheets.

IRON PIPE—Prices are being cut about 5 per cent. on some sizes. We quote per foot net: Wrought, ¼ to ⅜-inch, 1⅞c; ½-inch, 2⅜c.; ¾-inch, 2⅞c.; 1-inch, 4c.; 1¼-inch, 5¼c.; 1½-inch, 6¾c.; 2-inch, 9¼c. Galvanized, ½-inch, 4c.; ¾-inch, 4¾c.; 1-inch, 6¾c.; 1¼-inch, 10¼c.; 1½-inch, 11½c.

BOILER TUBES—Quiet and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

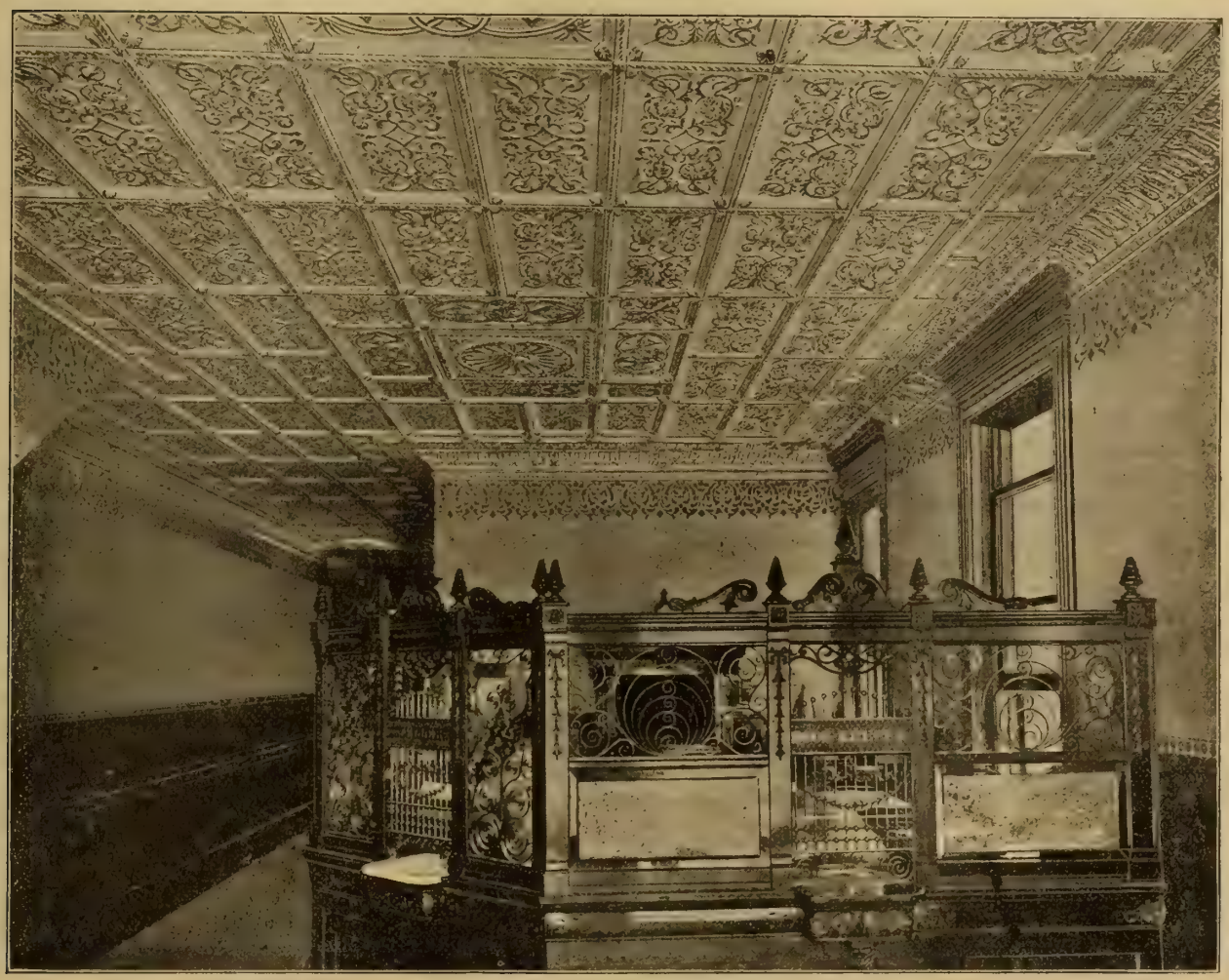
RANGE BOILERS — Business is fair. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—A number of enquiries

METAL CEILINGS

We manufacture a great variety of designs, suitable for all purposes. . . . . .

HAVE YOU GOT OUR CAT. ?



MOST COMPLETE, IS IT NOT ?

Live Agents Wanted in Unrepresented Districts

WRITE FOR TRADE DISCOUNTS

THE PEDLAR METAL ROOFING CO.

HEAD OFFICE AND WORKS

Largest Manufacturers of Sheet Metal Building Materials under the British Flag.

OSHAWA

are coming in for light sheets, of which there are very few on the market. Orders for import are coming in freely. We quote: Half-polished, 52 sheets, $2.50; and all-bright, $3.

TIN PLATES—Trade has been fair both in coke and charcoal plates. Prices are firm. We quote: Cokes, $3.15 for 14 x 20; do. squares, $3.25 to $3.50; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN—Business is quiet. We quote: ¼ in., 4⅝c.; ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

SHEET ZINC—Owing to some delay in transit, stocks are in poor condition, and it is difficult to obtain standard sizes. Prices are firm. We quote: Cask lots, 5¼c.; small lots, 5½c.

TERNE PLATES—Stocks are still light. We quote: I C, $6; I X, $8.

ZINC SPELTER—Dull. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER—Business continues good. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

There is not much doing. Scrap rubber is a little lower. We quote: Agricultural scrap, 40c. per cwt.; machinery cast, 42½c. per cwt.; stove cast scrap, 25c.; No. 1 wrought scrap, 40 to 45c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3 to 3½c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

The first instalment of documents covering a large number of shipments of import lots for country points have been received and the goods are being delivered. Further shipments are expected at any time. A number of enquiries for plate glass are being received. We quote window glass: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto, Hamilton and London.

PAINTS AND OILS.

The demand for general lines of paints, varnishes and sundries continues to improve and the present month bids fair to be equally as good as its predecessor last year, if not a little better. The shipments of white lead and red lead have been large and a scarcity of the favorite brands is noted. Arrivals of all lead products ex ocean vessels are rapidly absorbed, and the trade for staple lines may be put down as being in a healthy condition. The immense quantities of mixed paints which are being sold militate in a measure against the sales of dry colors. Still, golden ochre and chrome yellows meet a ready sale amongst the consuming trade, and there has been an improved enquiry for lamp black. Some dealers are complaining that they find it difficult to get prompt shipments of white lead. The fact is, the stocks all over the country were reduced to a minimum, waiting for tariff. "Old Sol" does not wait for parliamentary adjustment and gets in his work just the same, and faded, weather-beaten surfaces call for renovation, causing the grinders to be particularly busy at this season. Varnishes are meeting with a ready sale. Quotations, however, are unchanged except for shellac varnish, which is a little firmer owing to higher figures in Calcutta. Paris green has commenced to move vigorously, and stocks will soon be depleted if present shipments are maintained.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; Boiled, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 44c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 35c.

CASTOR OIL—In cases, 8½c. per lb. and 9c. for single tins.

SEAL OIL—Is quoted at 5½ to 6c. and yellow seal at 4¼ to 5c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

PETROLEUM.

Business is much about the same as a week ago. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Steady, with sales of cured at 8c. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c. for No. 2. Sheep skins, $1.25 to $1.50. Lambskins, 25c.

WOOL—The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c.; unwashed at 12 to 12½c., and rejections 17c. There is little or no pulled wool on the market, and prices are nominal.

MARKET NOTES.

Shellac varnish is a little easier.

Pig lead is quoted ⅛c. per lb. dearer.

Import orders of glass are now being delivered.

Toronto jobbers now quote cut nails at $1.74 base Pittsburg, duty included.

The demand for eavetroughs and conductor pipes is unusually good at the moment.

In ready-mixed colors the Toronto Lead and Color Co. say the output is exceeding their expectations.

Since the Canada Paint Co. increased the capacity of their varnish department, they have had no difficulty in filling all orders promptly, and pressure of business is compelling the employment of an extra staff in the paint works.

UNITED STATES MARKET

NEW YORK, May 21, 1897.

PIG TIN—Prices were moved a shade higher, without "official" assistance, directly or indirectly, and the market seems to be quite well taken care of, despite the large stock of tin in sight and more or less bearish effort in a narrow circle where speculative deals and breaks have been made in the past. On the spot there were sales of straits at as high as 13.55c. ex vessel for five ton lots, and 13.60c. was said to have been realized for similar lots f.o.b. cars.

COPPER—There were no new developments in the market for ingot. Manufacturers' agents still suppress information regarding late business as far as circumstances will permit, and speculators in mining shares seemingly exaggerate the dealings in no small degree. There is some indication also that local "official" quotations are being marked up more than conditions fully justify. In fact, little if anything more than

retail business has been effected thus far this month at above 11c. for Lake Superior ingot, 10⅝c. for electrolytic or 10⅜c. for ordinary casting stock, but holders generally ask about ¼c. advance on those figures.

PIG LEAD—The market remains in rather dull condition, and prices are still rather weak on the basis of 3.25c. for common Western delivered at an early date here or at common point. A London cable quoted £12 for soft Spanish.

SPELTER—Sales are still on a moderate scale, and the demand is moderate, but enough business takes place to hold values very steady at 4.15 to 4.20c. delivered here or at common point. London cable quoted £17 7s. 6d. for good merchant brands.

ANTIMONY—Supplies are urged for sale rather more freely, and prices are irregular at 6¾ to 7c., according to brand, for wholesale lots.

TIN PLATE—Business in all lines of plate is still on a very moderate scale, and the market continues weak, without, however, any radical movement in values.

IRON AND STEEL—The entire market remains in a weakish condition. More business is under way, but competition is keen throughout and prices generally remain more or less weak.

A VINDICATION OF SHEFFIELD RAZORS.

IRONMONGER, London, says: "In another portion of this impression we publish the first of a series of articles which is intended to do something in the way of vindicating our manufacturing centres, and to demonstrate that they are by no means so wanting in energy, enterprise, and skill as has been alleged by those who appear to have become frightened by the bogey of foreign competition. Some time ago we took occasion to reprove those who have raised the cry of 'wolf,' and we then expressed the opinion that we were not merely not 'played out' but were holding our own in an admirable manner in every case and in every market where we have anything like a free hand and fair competition. The closer and more detailed investigations which have been carried out for the purposes of these special articles fully support our views on the subject, and prove to demonstration that British goods are not only the best value for money, but in most respects are actually the cheapest and best suited for the various markets of the globe. The first of the articles, it will be observed, deals with the razor trade—a branch in which there has been a widespread impression that the Germans have completely taken the lead in so far as the hollow-ground razors are concerned. It is with this bone of contention that our special commissioner mainly deals to-day, and if his information is correct—as it ought to be, seeing that he has interviewed and questioned almost or quite every body who is actually engaged in the razor trade at Sheffield—it would appear to be correct to assert that although the German hollow-ground razors did at one time gain a distinct lead, yet that they have for some time past been successfully rivalled at Sheffield, where the finest razors of the hollow-ground class can be, and are being, produced on a large and increasing scale. On this point the evidence gathered by our special commissioner leaves no room for doubt.

"The best German razors are made of Sheffield steel, and in the majority of cases the razor is forged in Sheffield, leaving only the grinding to be done in Germany. It is asserted by leading razor manufacturers at Sheffield that they can 'beat the Germans hands down' in all the best sorts of razors, and sell them at a considerably lower price than the German makers. In the cheaper grades, it is declared, the Germans cannot touch Sheffield either as regards quality or price—indeed, Sheffield sells these razors freely to German buyers, despite the duty they have to bear on entering the Fatherland. This is very emphatic and important testimony to the good value of the Sheffield razors, and it is amplified and driven home by the statements made by some of the Sheffield manufacturers.

"It is not denied that good hollow-grinding can be done at Solingen, but Sheffield claims to 'go one better,' and to produce a superior article for shaving purposes, although it may not be quite so admirable a musical instrument—that is to say, does not give the 'ping' when the edge is pressed upon the thumb-nail. In view of these facts, and the other statements made in the article, it would seem to be little less than astounding that so many of the barbers still swear by the German razors. Probably many of them are using Sheffield goods without knowing that they are doing so, but it is a fact which has to be faced that the majority of our Figaros prefer what they still style the 'Hamburg'-ground razor."

A PROFIT-SHARING SCHEME.

THE directors of Sir W. G. Armstrong, Whitworth & Co., Ltd., have, according to an English paper, at last fully formulated the scheme to allow their employes to invest their savings in the company, with a view to their sharing in the profits. The scheme comes into operation this month, and as it is a somewhat interesting one, it may be reviewed in full. Under it deposits of not less than 1s. and not more than £1 of the depositors' weekly wages will be received from persons in the employ of the company each week. Those employes who are paid quarterly will be allowed to deposit up to £2 weekly. For each individual the amount of such deposits shall not exceed £200 in the case of employes receiving weekly wages and £400 in the case of employes receiving quarterly wages. Interest will be allowed on such deposits at the fixed rate of 4 per cent. per annum, payable half-yearly; and in addition a bonus will be paid, on declaration of the dividend at the rate per annum of half the difference between the fixed rate of 4 per cent. and the dividend. Sums that have been deposited with the company for a less period than three months prior to the 30th June next preceding the declaration of the annual dividend will not be entitled to the bonus; sums that have been deposited for a period longer than three months, but less than twelve months, prior to 30th June in any year will receive a proportionate amount of the bonus. The bonus will be credited to each depositor should he so desire it, and will be added to the principal due to him as and from the date of payment. Deposits withdrawn will be entitled to interest at the rate of 4 per cent. per annum from 30th June last preceding up to the date of repayment of the deposit, but no interest or bonus will be allowed on sums of less than 10s., or in respect of any period being a fraction of a calendar month. The conditions as to repayments withdrawal are as follow: up to one-half on seven days' notice; the whole on fourteen days' notice. Under special circumstances the company will allow deposits to be withdrawn without notice. Persons leaving the employ of the company will be repaid their deposits, with interest, at the expiration of fourteen days in Newcastle. Without attempting to criticise the scheme, I may say that I shall watch its working very closely. It has been much talked about, not only in Newcastle, but in industrial circles generally. In theory it should do something to prevent the occurrence of trade disputes. Time only can show what it will do in practice.

The firm of J. A. Honeyman & Sons, of Portland, Oregon, has decided to locate a foundry and machine shop in Nelson, B.C., and has secured a site on the water front, east of the city wharf. The machinery is to be brought from Portland, where the firm has a large concern of the same kind. About 12 machinists will be given employment as soon as the firm is ready to receive orders, which it is hoped will be in about five weeks.

SITUATION VACANT.

TRAVELER WANTED TO HANDLE GOOD side line. Box A, HARDWARE. (22)

WANTED.

WANTED—HARDWARE, STOVE AND TINware business; terms cash A. B. Noble, Shelburne. (22)

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery. Wholesale trade only.

Plumber and Steam-Fitter

THE plumbing trade has improved a great deal in Toronto during the last week or ten days. It is largely repairing and overhauling at the moment, but several contracts are due to come out within the next few days.

Purdy, Mansell & Mashinter, Adelaide street east, Toronto, have the plumbing contract for the Catholic Young Men's building at St. Catharines.

W. J. Burroughes & Co. are plumbing two new dwellings at 376 and 378 Sumach street.

CONTRACTS MADE AND PENDING.

Mr. I. M. Ross is building a new three-storey brick block on the site of the old Bodega restaurant on Main street, Winnipeg, between Portage avenue and Graham street. The building will be used for hotel purposes and will contain sixty-two rooms. It is to be finished early in July.

The City Commissioner of Toronto has issued a building permit to the Plymouth Brethren for the erection of a meeting hall on Gladstone avenue, to cost $1,000.

A handsome double brick residence will be erected at the corner of Maple and Ridout streets, London, costing between $6,000 and $7,000. McBride & Farncombe are the architects.

The following permits were issued in Hamilton the other day by Inspector Anderson: A. W. Peene for the erection of a two-storey brick dwelling for E. McCoy on Wentworth street south at a cost of $3,600; Miss Ann Eddy to build a brick residence on Wilson street, east of Mary street, at a cost of $1,000, and A. W. Peene for alterations to the Wentworth Chambers on James street south.

A new opera house is to be built at Trail, B.C. Frank Hanna is the proprietor. The building will be 40 x 100 feet and 56 feet high. It will cost $7,000.

A NICE CONTRACT.

The John Ritchie Plumbing and Heating Co., of Toronto, has just secured a nice contract for a new summer residence on Minni-Cogna-Shene Island, in the Georgian Bay, about twelve miles from Penetanguishene. The contract includes plumbing, drainage and windmill. Included in the plumbing are the furnishings for four bathrooms. The iron drain pipe will be 700 feet long, and the water pipe 1,400 feet with an elevation of 70 feet. The plans call for soil pipe of 48 feet from the the ground up. A further idea of the size of the house may be gathered from the fact that there are nine fire-places in as many different rooms. The dwelling is owned by Mr. W. W. Griscom, a Haverford, Penn., millionaire. He is also procuring a two-thousand dollar steam yacht, and is building a substantial wharf at the island. Mr. James H. Wilson, superintendent of the Ritchie company, has just returned from Minni-Cogna-Shene Island.

THE NATIONAL CONVENTION.

THE second annual convention of the Dominion Master Plumbers' Association will be held in Toronto on July 1 next, the headquarters having been fixed at the Palmer House. The meetings will be held in the Pythian Hall, commencing at 10 a.m. A meeting of the Executive will be held first at the Palmer House, on June 30. to see that all the necessary arrangements are made. A call of $2 per member, to be paid in at the convention, has been made by the Executive Committee.

Negotiations are being carried on also with the Grand Trunk and Canadian Pacific to ascertain if their Dominion Day cheap fares will cover the time required for the delegates to the convention, or, if not, will the companies make a special extension on their behalf.

The Toronto local association, it is learned, have completed all the other arrangements, and a special effort is being made by the brethren in Toronto, not only for the success of the gathering from a business point of view, but that the social end is receiving particular attention.

The National association is certainly to be congratulated on the amount of work it has done during the past year, and it is certain that the results of the second annual convention will go a long way towards consolidating and perfecting what has already been accomplished. A gratifying feature is the harmony and cordial relations that generally exist between the wholesale dealers and the master plumbers throughout the Dominion. It is understood in this connection that the wholesale trade in Toronto are contemplating having something in the way of an exhibit of special goods at the convention, and in other ways adding to the interest of the occasion.

EXTERNAL PLUMBING WORK.

It has often been wondered at how it is that the sanitary side of plumbing receives so much attention at the hands of technical writers while outside work, quite as important in its way, is comparatively neglected. Beginners in the trade are becoming convinced that it is not practicable to include the whole of the subjects which are comprised in plumbers' work and described in such a way as to be of practical value to an apprentice or to those who have not had the benefit of a very varied experience. Some master plumbers object to the term "sanitary plumbing" being applied exclusively to inside work, and give as their opinion that there is nothing within the range of plumbers' work which cannot be classed under the head of sanitary plumbing. Too many plumbers in these days appear to regard outside work as an unimportant branch of the trade, and roof work is very badly done too often, it is feared, because the younger generation of plumbers are not in touch with its details.

Damp roofs and walls are often as detrimental to health as a blocked drain. It would be well for young, inexperienced plumbers, who are not in a position to thoroughly learn the trade, to subscribe for some book (of which there are many) and keep it handy, and in case of being baulked to refer to it before tackling the job.

ST. THOMAS PLUMBERS.

The baby local association of the Dominion was recently organized at St. Thomas, Ont., with the following officers: President, Jas. Flaherty; 1st vice-president;

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

. . ISLAND CITY . .

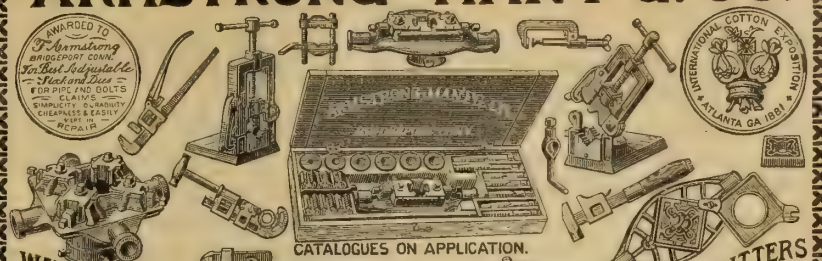
Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

ARMSTRONG MAN'F'G. CO.



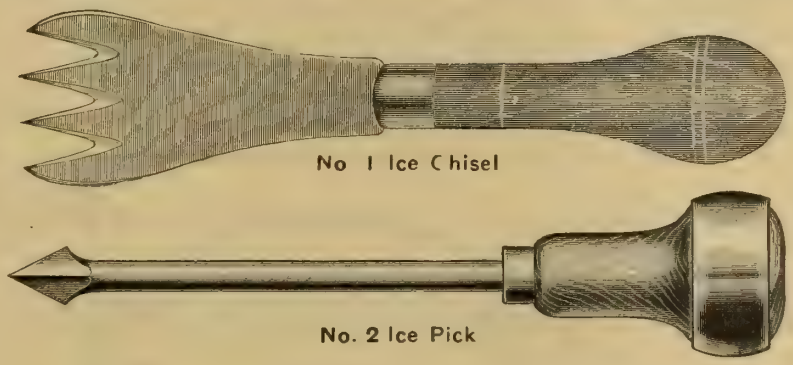
CATALOGUES ON APPLICATION.

WATER GAS AND STEAM FITTERS TOOLS

BRIDGEPORT. CONN.

THE KNAPP & COWLES MFG. CO. BRIDGEPORT, CONN., U.S.A.

Send for Catalogue of Full Line of Family Ice Tools and Hardware Specialties. . . .



No 1 Ice Chisel

Cast Steel Blade leaded into hardwood handle.

Tempered Cast Steel Blade with wood handle and malleable band.

No. 2 Ice Pick

Assistant Wanted

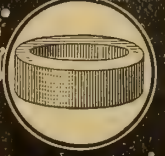
An energetic young man, having a good practical knowledge of Plumbing, Steam-fitting and Gas-fitting to write for that department of HARDWARE AND METAL, and to solicit subscriptions and advertisements. Apply

Managing Editor

MacLean Publishing Co., Montreal

CANFIELD'S MOULDED RUBBER GOODS

RUBBER HEADED NAILS
GLASS GAUGE
GASKETS, RINGS, BUMPERS.
BOILER GASKETS



SMALL RUBBER GOODS

MOULDED RUBBER GOODS

H.O.CANFIELD - BRIDGEPORT, CT.

PLUMBERS' SUPPLIES

IRON PIPE AND FITTINGS

BLACK AND GALVANIZED

SPECIAL PRICES.

Ontario Lead and Barb Wire Co. Ltd., Toronto

BRANCHES

HAMILTON
(Hamilton Barb Wire and Nail Co.)

LONDON
(Western Wire and Nail Co.)

J. Williams; 2nd vice-president, C. Bull; master-at-arms, R. Cadman; secretary-treasurer, Jno. Steacey.

MONTREAL JOURNEYMEN PLUMBERS.

THE Montreal Journeymen Plumbers' Association had a large meeting last Wednesday evening, President Alp. Verville in the chair. The occasion was a conference between the journeymen and representatives of the Master Plumbers' Association, and among those on the platform were President Lamarche, of the National Master Plumbers' Association, President Carroll, of the Montreal Master Plumbers' Association, Secretary J. W. Hughes, of the National Association, Jno. A. Peard, J. W. Harris, and M. Burnes. Interesting speeches were made by the chairman and all the above gentlemen, the keynote being the elevation of the standard of the trade and the cultivation of better relations between the journeymen and the master plumbers. The chairman, in opening the meeting, explained its object, which was the reorganization of the union and the enlistment of the greatest number of men belonging to the trade. Mr. Peard said it had been felt for a long time that there should be some kind of union between the master plumbers and the journeymen, so as to promote the best interests of the trade. The union was reorganized at a mass meeting not long ago, and the objects sought to be accomplished were to assist each other in obtaining and retaining employment, asking the master plumbers to employ none but union men, and to give them a just and fair remuneration for their labor. Mr. Peard concluded by stating that the city health authorities had neglected the trade by not having proper plumbing inspectors, who should be practical plumbers.

PLUMBING NOTES.

V. Lapointe & Co., plumbers, Montreal, have dissolved.

Laurier & Co., plumbers, Montreal, have formed a new co-partnership.

A French bicyclist by the name of Gavand, being a plumber by trade, lately on his bicycle, to win a bet, made the circuit of a house being in construction, at the top of the wall. This wall was but two feet wide and fifty feet high.

AN ALLEGED GRIEVANCE.

A deputation of journeymen plumbers called upon the Mayor yesterday in connection with the Plumbing Act which recently became law. The deputation informed His Worship that too many boys are employed by master plumbers. These boys are made to do the work which should be done by journeymen. It is alleged that as a consequence the work is not properly attended to. The deputation contends that this is one reason why contracts for plumbing work are taken so low. The result is a number of journeymen plumbers find it difficult to get employment.—Herald, Halifax, May 18.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

Do you want a **Boat Varnish**

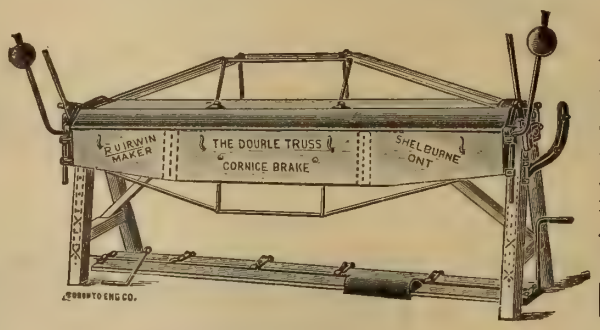
Which is Guaranteed Not to Turn White ?

If so, write us and discontinue supplying even the best grades of Carriage Varnishes for this purpose, as they are utterly unsuited. . . .

BAYLIS MANUFACTURING CO.

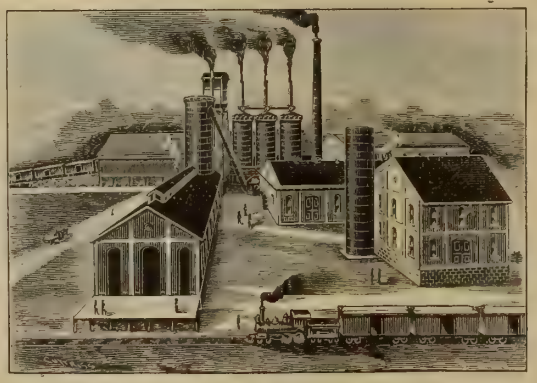
The oldest manufacturers of Varnishes in Canada

16 to 30 Nazareth Street, **Montreal**



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

The Bridled Brush

Brushes, Brooms, Woodenware.

that Boeckh makes for Painters, costs you no more than the Brush without a Bridle, yet it is infinitely better to use, in every way.

You can take the bridle off "quick as a wink," if it needs to be cut down or brush cleaned out.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Binder Twine

Warranted
PURE
MANILLA

650 ft. to the lb.

BLUE RIBBON
BLUE CROWN
STANDARD

RED CAP
RED CROWN
WHITE SISAL

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ELLEN M. EVANS, manufacturer of lime, Gloucester, has assigned to W. A. Cole.

Mahoney & Co., tinware, Sarnia, have assigned to James Flintoff.

W. & F. Campbell, implement agents, Tilbury Centre, have assigned.

John White, general merchant, Drayton, has been granted an extension.

Carl Potter, general merchant, Rockingham, has assigned to G. Delahaye.

R. Bunyan & Co., general merchants, North Bay, are offering to compromise.

Elizabeth J. Brown, general merchant, Chesley, has assigned to C. J. Mickle.

W. Tallman & Son, brick and tile manufacturers, etc., Beamsville, have assigned.

L. Lambert, general merchant, St. Ferdinand, Que., are offering to compromise.

The business of Strong & Co., general merchants, Lachute, Que., is to be wound up.

L. H. Timmons & Bro., general merchants, Mattawa, have obtained an extension.

Timmons Bros. & Co., general merchants, Baie des Peres, Que., have obtained an extension.

C. H. Shaffner, general merchant, Spring Hill, N.S., is offering to compromise at 40c. on the dollar.

McLeod & Jardine, general merchants, Mount Stewart, P.E.I., have assigned to J. J. McQuaid.

A. W. Mullin, general merchant, Hudson Heights, Que., has compromised at 50c. on the dollar cash.

PARTNERSHIPS FORMED AND DISSOLVED.

Watt Bros., machinists, Gananoque, have dissolved.

G. Laurin & Co., painters, Montreal, have dissolved.

Ohling & Nelson, iron works, etc.; John Ohling and George Nelson registered proprietors.

Telford & Co., general merchants, Leduc, Man., have dissolved; B. E. Douglas continues.

Farnham & Lind, general merchants, Heart's Content, Newfoundland, have dissolved; F. R. Farnham continues.

Arthur and Jean B. Denis have registered a partnership in Montreal under the style of Arthur Denis & Co., to carry on business as painters.

Gilbert A. Fletcher and R. W. H. Fletcher have formed a partnership to carry on business in Montreal as painters, under the style of G. & R. Fletcher.

Robt. Herron and Henry Hurst have formed a partnership under the style of Robert Herron & Co. to carry on in Montreal the coffee and spice business.

Desjardins & Frere, hardware, St. Henri

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

W. C. MACDONALD, Actuary. J. K. MACDONALD, Managing Director.

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

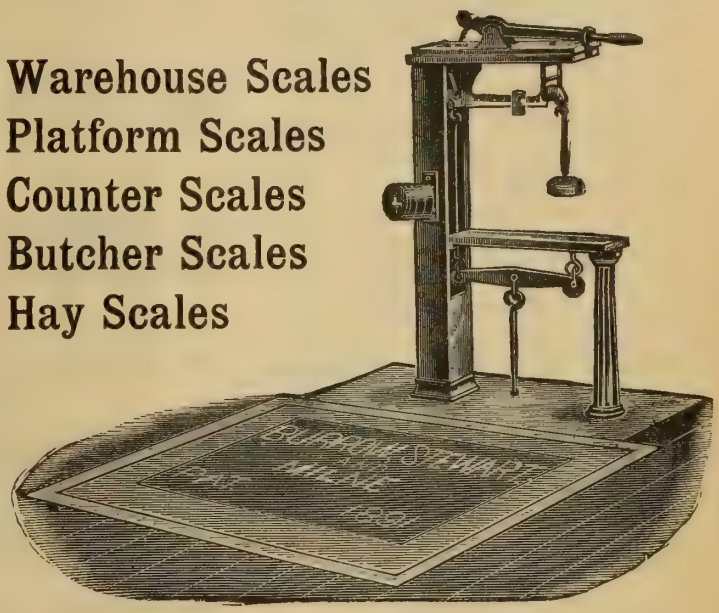
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales



We carry large stocks in Winnipeg and Montreal, and ship from these points.

Scales for all purposes, of every capacity, from 1 drachm to 100 tons.

Agents for Manitoba, Western Territories and British Columbia.

Merrick, Anderson & Co.,
WINNIPEG.

BURROW, STEWART & MILNE
MANUFACTURERS
Hamilton, Ontario.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.

W. L. Haldimand & Son,
MONTREAL

Established 1860

"NEW PROCESS"

Incorporated 1895

BLUE FLAME OIL STOVES

This is not the stove that is "just as good," but the genuine New Process Oil Stove, manufactured by the ***Standard Lighting Co.***, CLEVELAND, OHIO, inventors of the BLUE FLAME, of which we are General Agents for Canada.

The THOS. DAVIDSON MFG. CO. Ltd.

Send for 1897 CATALOGUE.

. . . MONTREAL.

de Montreal ; partnership registered. A. A. and Nap. Desjardins have ceased doing business under the style of L. Robert.

J. H. Runciman and F. M. Dargie have registered a partnership in Annapolis, N.S., to carry on business as dealers in carriages and bicycles under the style of Runciman & Dargie.

James Chalmers & Son, tinsmiths, Danville, Que., have dissolved, and a new partnership has been registered by James Chalmers, Alex. J. Chalmers, and Geo. T. Chalmers.

SALES MADE AND PENDING.

J. P. J. Prefontaine, general merchant, South Durham, sold out.

The stock of G. W. Smiley, hardware, St. Thomas, has been sold.

The stock of E. G. Caron, general merchant, Asbestos, Que., has been sold.

The assets of G. C. Dezouche & Sons, painters, Montreal, are to be sold on 31st inst.

The business of the late T. W. Tate, general merchant, Embro, is advertised for sale.

The stock of A. L. Houle, general merchant, St. Antoine Abbe, has been sold at 68½c. on the dollar.

The stock, etc., of the estate of the London Show Case Works, London, are to be sold by auction 25th inst.

The book debts of Moore & Robertson, general merchants, North Sydney, N.S., have been sold to Joseph Treen. So have the book debts of H. E. Moore.

CHANGES.

O. Peloquin has started a bicycle business in Montreal.

Bruce Burland is opening a general store in Chambly Canton.

E. A. Vaughan has opened a blacksmith shop at Kentville, N. S.

Edmond McDonald has opened a blacksmith shop in Inkerman.

Wm. Renwick, hardware, Arden, Man., has sold out to —. Scott.

F. Witherspoon, harness, Fort William, has commenced business.

Horton Bros., general merchants, Silverton, B.C., have opened out.

A general store is being opened in Fort Saskatchewan by Shera & Co.

James Matheson, general merchant, Renfrew : stock sold to Howard Totten.

Mathew McFarlane, general merchant, Ridgetown, has sold out to Thos. Steele.

Alex. Barr, carriage maker, Pembroke, has been succeeded by Lockhart & Barr.

A. G. McDonald, blacksmith, Kamloops, B. C., has been succeeded by McCabe & Ross.

W. H. McKenzie, general merchant, Vankleek Hill, has been succeeded by McNab & Co.

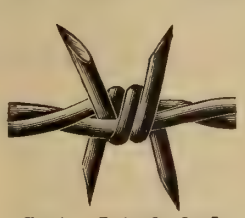
P. H. Proulx is starting a general store in Asbestos, Que. Mr. Proulx was formerly in business at L'Avenir.

The W. E. Gillespie Co. of Penetanguishene, Ltd., Hillsdale, have been succeeded by D. A. Lahey & Co.

Samuel Bonathan, tinsmith, Bowmanville, has removed to Newcastle, where he has succeeded E. C. Hillam.

James V. Donnelly has opened a blacksmith shop at Westport. M. P. White, a blacksmith of the same place, has sold out.

BEST GALVANIZED BARB WIRE



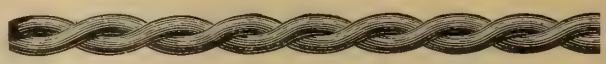
Cactus Interlocked

Genuine Glidden

Light Baker

4-point cattle has barbs 6" apart—hog 3" or 4" apart
2-point " " " 5" " — " 3" apart

Galvanized Cable



Fencing (No Barbs)

ALSO FENCE STAPLES AND WIRE NAILS. Annealed and Galvanized Smooth Fencing Wires, Annealed Baling Wire, Oiled Wire.

All products made direct from the ore under one management, and guaranteed equal in quality to any made.

Represented by
A. C. LESLIE & CO.
MONTREAL

OLIVER WIRE COMPANY
Pittsburgh, Pa.

WINDOW GLASS

We have just received a large and well assorted stock of Star, Diamond Star and Double Diamond Star in prime condition. Also Enamelled, Cathedral, Rolled and Muffled. Prices low.

A. RAMSAY & SON
MONTREAL

Eureka Refrigerators

are good sellers. They are scientifically constructed, from best materials. Every one is guaranteed, and is sure to give satisfaction. We have a large variety of styles and sizes. Drop a card for price list and discounts.

EUREKA REFRIGERATOR CO.
Noble Street, TORONTO.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

Now is the time to send in your Spring Orders for

ALABASTINE

A full line of ***Brandram's Genuine Imported Lead*** in stock.

WILLIAM HILL

327 St. James Street, - - - **MONTREAL**

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

R. DILLON,

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .

John Morrow Machine Screw Co.

Ingersoll - Ontario.

The Niagara Falls Metal Works Company, Ltd.

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

FIRES.

The store of E. A. Baker & Co., general merchants, Moose Jaw, Man., has been damaged by fire.

Thos. O'Leary and Wm. Thompson, general merchants, of Thurso, Que., have both had their premises damaged by fire.

DEATHS.

Edward Long, painter, North Bay, is dead.

Geo. Shoots, carriage painter, Hamilton, is dead.

O. Brassard, general merchant, Jonqueres, Que., is dead.

W. E. Johnson, of W. F. Johnson & Son, general merchants, Nashwaaksis, N.B., is dead.

W. C. King, of W. C. & G. G. King, general store and saw mill, Chipman, N.B., is dead.

THE C.W.A. MEET PROGRAMME.

THE Chatham Cycle Club have named the officers for the C.W.A. meet in July as follows: Referee, T. A. Beament, Ottawa; starter, George H. Orr, Toronto; clerk of the course, Hal B. Donly, Simcoe; assistant clerks of the course, D. McKenzie, M.A., Sarnia; J. G. Gauld, Hamilton; O. Carrier, Levis. Judges, R. A. Robertson, Hamilton; E. B. Ryckman, Toronto; Bloss P. Corey, Petrolea; L. Rubenstein, Montreal. Scorer, J. E. Willows, Toronto. Assistant scorers, G. W. Wells, Waterloo; R. J. Wilson, Kingston; H. L. Rothwell, Walkerville. Timer, Dr. J. S. Balfour, London. Assistant timers, T. T. Cartwright, Montreal; C. A. Pyne, Woodstock; G. C. Brown, Toronto. Umpires, F. M. McNaughton, Quebec; J. J. Ruddy, Brantford; C. J. Horkins, Peterboro'; W. W. Beaton, Winnipeg; W. T. Cooke, Toronto. Announcer, E. Stan Allen, Simcoe.

The programme of races arranged is as follows: Amateur half-mile championship, gold medal; one-mile championship, gold medal; five-mile championship, gold medal; two-mile tandem championship, two gold medals; three-mile, W. G. & R. trophy team race; one-mile novice, first, $25, second, $10, third, $5; one mile, open, $25, $15; one mile handicap, $25, $15, $10, $5; one mile, 2.25 class, $20, $10, $5; half mile, open, $20, $10; 100-mile century race; professional half-mile championship, gold medal; one-mile championship, gold medal; five-mile championship, gold medal; two-mile tandem championship, two gold medals; one mile, open, $75, second, $40, third $20; two-mile handicap, $100, $40, $25, $10; one mile, 2.30 class, $40, $20, $10; half mile, open, $35, $15, $10.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

IF YOU WANT TO

ADVERTISE anything, ANYWHERE

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.

ADVERTISING DEPARTMENT

MONTREAL - - TORONTO

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

(Joseph Lea, manager)

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Store Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

REGISTERED TRADE MARK.

CURRENT MARKET QUOTATIONS

TORONTO, May 21, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag— 56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, per foot, net, ¼ to ⅜ inch, 1⅞c.: ½ inch, 2⅜c.; ¾ inch, 2⅞c.: 1 inch, 4c. 1¼ inch, 5¼c. 1½ inch, 6¾c. 2 inch, 9¼c.
Galvanized, ½ inch, 4c. ¾ inch, 4¾c. 1 inch, 6¾c. 1¼ inch, 10¼c. 1½ inch, 11½c.
Cast, soil, 2, 3, 4 and 5 inch, 60 and 5 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft.	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
'Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 40
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	....	0 08

Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green

Casks	0 13½
50-100 lb. kegs	0 14
25-lb. Irons	0 14½
1-lb. Boxes	0 15

Sulphate of Copper

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 65
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
And ex. No. 1 Carriage	....	1 60
Gold Size Japan, per gal.	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 [illegible]0
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal. net	0 41	....
Boiled, per gal. net	0 44	....

F.O.B. Toronto, Hamilton or London. 5 bbls. 1c. per gallon less. Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	...	0 42

F.O.B. Toronto, Hamilton or London. Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 08½
Smal lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

per lb

Best thick white felt wadding, in ½-lb bags.................... 1 00
Best thick brown or grey felt wads, in ½ lb. bags.................... 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxe of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge.......... 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges...... 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.................. 0 25
Thin card wads, in boxes of 1,000 each 8 gauge ....
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges.......... 0 90
5 and 6 gauges.......... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges.......... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb.................... 0 10 0 12½
Anvil and Vice combined, each.................... .... 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 65 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ...... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes.............. 5 25 5 50
Chopping Axes—
Black Prince.............. 7 25 7 50
Forest Clipper.............. 7 25 7 50
Lance.............. 8 50 9 00
Mann's.............. .... 8 00 8 25
Maple Leaf.............. 9 50 10 00
Hand Made.............. 7 50 7 75
Climax.............. 8 00 8 25
Phantom.............. 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

Zinc, discount.............. 3 90 4 0
Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz.............. 3 35 4 75
Moulders', per doz.......... 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 7¾ 0 12

Bolts.

Carriage, dis., 70 p. c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 77½ p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
llar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to nch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross.......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz.......... .... 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 9 50

Cement.

Canadian, Portland.............. 2 50
English " 2 75
Belgium " 2 50
Canadian hydraulic 1 10
Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.
Steel, net.................. 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo 3 60 13 00
Side 3 60 4 00
nterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz.......... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz......... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 10 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 75 1 70

FAWCETS.

Cork Lined, per doz.......... 0 30 0 35
Wine, per doz.......... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen.......... .... 1 70
Petroleum, per doz.......... 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.

FRUIT PRESSES.

Henis', per doz.......... 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each.... 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	....	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

Tinned, each 0 30
Enamelled each.................. 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz.......... 3 30 4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz.......... 1 10 1 20

Sledge.

Canadian, per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz.......... 1 00 1 25

Plane.

American, per gross.......... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per 100 lbs..... 3 40 3 50
12 in. up, per 100 lbs..... 2 40 2 50
Per doz. set.
Screw. Eureka.......... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring.......... 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz.......... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000.......... 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 35
Steel, " " 4 85 5
F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz.......... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb.......... 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
abinet, trunk, and padlock, Am. per gross.......... 1 60

KNOBS.

Door, japanned and N.P,, pe doz. 0 85 3 00
Bronze, Berlin, per doz....... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross.......... 1 30 4 0

KNIVES.
Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.
Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.
Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.
Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.
Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ to p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.
Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.
Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.
Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.
Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.
American, per doz.......... 0 42 2 35

MOLASSES GATES.
Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.
Cut Nails (Iron)—
Basis—50 to 60 dy................ 1 95
20 to 40 dy................ 2 00
10 to 16 dy 2 05
8 to 9 dy.................. 2 10
6 to 7 dy.................. 2 15
4 to 5 dy.................. 2 40
3 dy 2 65
3 dy (fine).................. 2 95
2 dy.................. 2 95
2 dy (fine).................. 3 45

Prices are delivered Toronto, Hamilton, London, and to places where freight from Pittsburg is same as to these cities. Other places where rate is higher excess is added. Carload lots 5c. per keg less than above figures.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.

Wire Nails, basis, $1.94 on carload lots and $2.04 in less quantities, delivered Toronto, Hamilton, London, and to places where freight from Pittsburg is same as to these cities; other places where rate is higher, excess is added. Terms, 4 months or 3 off and 30 days; delivered in lots of 10 kegs or more.

Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.
German and American...... 1 85 50

NAIL SETS.
Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.
Poultry, 67½ per cent.

OIL.
Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.
McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.
Galvanized, per doz.......... 2 25 3 30

PENCILS.
Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.
Per doz 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY
Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.................. $ 50 00
No. 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6.............................. 175 00

PLANES.
Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.
English, per doz.............. 2 00 5

PLIERS AND NIPPERS.
Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.
R. & L. Co., dis. 70 and 5 p.c.

POPPERS.
Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.
Per doz 4 00 5 50

PULLEYS.
Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning...................... 0 35 2 50

PUMPS.
Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, 70 to 70 and 5 p.c

PUNCHES.
Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.
Bladder, per lb 1 75 01⅞
Tins, lbs.................... 2 50 2 75

RAIL.
Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.
Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.
Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.
Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.
4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.
Canadian, dis. 35 to 37½ per cent.

ROPE.
	Sisal.		Manilla
7-16 in. and larger, per lb.	5¼	00	6⅞
¼, 5-16, ⅜ in..............	6⅞	00	8¼
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.
Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.
Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.
Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.
B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire............ 0 55 0 90

SASH CORD.
Per lb...................... 0 22 50

SASH LOCKS.
Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.
Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 25 ....

SAWS.
Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.
"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent

SCRAPERS.
Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.
Window, patent, per doz.... 2 20 4 50
Door, per doz................ 7 10

SCREW DRIVERS.
Sargent's per doz............ 0 65 4 00

SCREWS.
Wood, F. H., iron, and steel, dis. 87½ & 10 p.c and 10.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.
Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.
Canadian, dis. 40 to 45 p.c.

SHEARS
B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.
Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.
Canadian, dis. 45 p.c.

SIEVES.
Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.
Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.
Per lb 0 00 0 24

WROUGHT SPIKES.
Discount, 25 to 30 per cent.

SPOKE SHAVES.
Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.
Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.
Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.
Fence, galvanized 2 75 3 00
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.
American, dis. 25 p.c.

STOVE POLISH
	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish..............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.
Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb...... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross............ 3 50 5 00
Grind. per ton................ 15 00 18 00

TACKS, BRADS, ETC.
Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers'.................. 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd 75
Zinc tacks............................ 35
Copper tacks 62½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAPE LINES.
English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.
Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.
Asbestos, filled, per doz., 35 to 40 p. c.

TIES.
Cow, per doz 1 25 2 00

TINNERS' TOOLS.
P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.
Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)
Toe calks, per M. net $3 85
Heel calks. " " " 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.
Payson's, per doz 2 60

TRAPS. (Steel.)
Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 00

TROWELS.
Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.
Butter, per doz 6 25 9 00

TWINES.
Bag, Russian, per lb........ .... 0 21
Wrapping, mottled. per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.
Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each.................... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.
Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.
Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.
Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 27½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.
		Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart..............	....	2 50
Galvanized, 4 barb, 4 and 6 inches apart	....	2 50
Galvanized, plain twist, all.. delv'd....................	....	2 50
Plain twist....................	....	2 50
Steel Staples	....	2 50

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.
Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

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WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD. TORONTO will bring you tenders from the best contractors

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For Balky Chimneys, ventilating Churches, Schools, Factories, etc. Substantial in make, ornamental in appearance. Made in sizes from 2½ to 48 inches.

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Sole Manufacturers for the Dominion, Montreal

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Canada Iron Furnace Co., Ltd.

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CHARCOAL PIG IRON

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Lac a lac Tortue. Grand Piles.

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Managing Director and Treasurer

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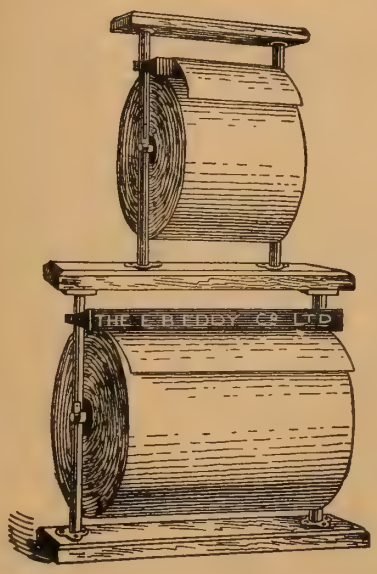

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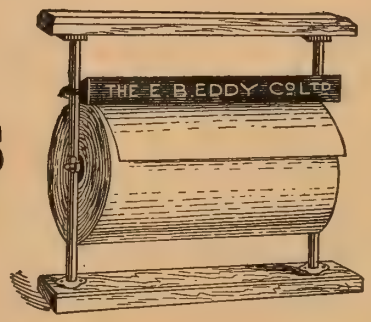
GOOD SENSE demands that they be the



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BLUESTONE

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FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

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Do you want some? Send in your name if you are on our list. We always help our customers because they help us.

If you are not on our list and want to sell Paint that sells, send us a trial order. We will do the rest.

We make Varnish just as **good** as we make Paint. Our Varnish maker has an experience of 25 years; he should know a little about it—Don't you think so? Sample card for the asking.

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HARDWARE
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VOL. IX | MONTREAL AND TORONTO, MAY 29, 1897 | No. 22

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TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings

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when you buy "Queen's Head" Galvanized Iron. For instance, you don't pay for bands, as you do with some other brands—an item that amounts to probably $1.20 per ton. You get it in good shape, because it's shipped in cases, and you get more sheets to the ton than in any other brand. And you can get it when you want it, because most leading jobbers stock it.

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Radiators

are superior in construction to any other kind for

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NO SMELL
But Lots of Heat

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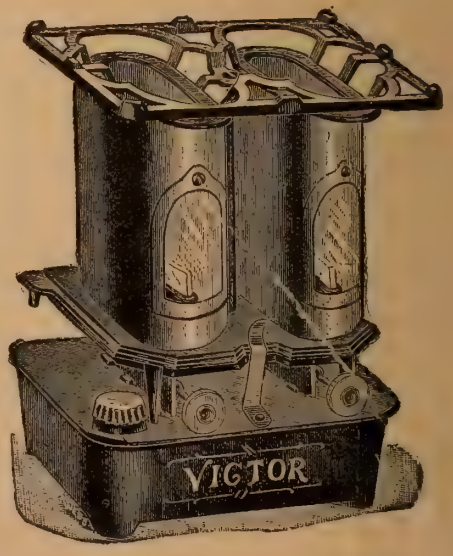

KEMP MANUFACTURING CO.

Toronto

HARDWARE AND METAL

Vol. IX. MONTREAL AND TORONTO, MAY 29, 1897 No. 22

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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Major A. G. Campbell, General Subscription Agent.

WHY TARIFFS ARE BUNGLED.

BEFORE ever the revision of the tariff was begun HARDWARE AND METAL urged the Dominion Government to appoint a commission of practical business men to prepare and submit to Parliament a schedule of duties. It refused to do so.

The first result of this was that the commercial interests of the country were for an unnecessary length of time kept on the tenter-hooks. The second result was the month's additional suspense between the bringing down of the tariff and the introduction of the amendments last Tuesday, made necessary because of the imperfections in the original instrument.

We do not say this with a view to casting any reflection upon the members of the Government. HARDWARE AND METAL believes that, on the whole, no Government since Confederation has been composed of abler or more conscientious men.

But these qualities do not fit men for the efficient performance of all things. They do not make practical business men of them. And that has been the one thing lacking in the framers of the new tariff. Mr. Paterson, it is true, is a practical business man, but his experience is confined to one branch of industry. He cannot speak authoritatively upon hardware, metals, dry goods and many other lines. Neither he nor any other man can.

The construction of a tariff such as is necessary at present for Canada is a most delicate task. What is one industry's meat is another industry's poison. The knowledge of this fact is essential to an intelligent construction of a tariff. It is true that under any tariff whatsoever someone will be chafed. But there is no excuse for anyone being chafed when knowledge would have prevented it.

The new tariff is in many respects a good one, but it has its defects, and defects it should not have had, and if it had been created by practical business men it would not have had.

A horse in a china shop would spread ruin and destruction, but before the plough it would prepare the soil for a bountiful harvest.

Lawyers, doctors and professional politicians are at home within their respective spheres, but they are at sea without them.

In many particulars it is demonstrated beyond all peradventure that the Government was at sea when compiling the tariff. And although some of the improvements made in the amendments brought down on Tuesday last show that in some particulars they are getting near the shore of knowledge, yet in others they are still clearly at sea.

Had the Government appointed a commission composed of practical hardwaremen, grocers, dry goods men, millers, manufacturers of various kinds, farmers, etc., many of the clashing points would have been discovered, and remedies as far as possible provided before the tariff was passed, thus avoiding not only remodelling, but a great deal of uncertainty in trade and loss of money to the business interests of the country.

But, like its predecessor, it thought it could do all things; and like its predecessor it has found that it could not properly do at least one thing, and that is, frame a tariff.

In both Canada and the United States commercial men are becoming dissatisfied with the lack of skill exhibited by the politicians in tariff construction, and unless the politicians soon provide the remedy the people themselves will. Canada may not be as great a sinner in this respect as the United States, but she is a sinner great enough.

STRONGER CEMENT MARKET.

ARRIVALS of cement have been quite heavy since the opening of navigation, but the fact does not exercise any depressing influence on values in Montreal. On the contrary, the market has ruled exceptionally active lately, several 600-cask lots changing hands on Ontario account, so that the bulk of the imports have actually gone into consumption.

Advices from abroad also are remarkably strong in tone, stating that prices are firm for export, while some makers are so independent that they have entirely withdrawn their quotations from their agents in Montreal, having all they can do to attend to home wants.

NEARER THAN EVER BEFORE.

GEOGRAPHICALLY Canada has everything in her favor for intercommunication with Europe. But the advantage of nearness to Europe which our geographical position gives us is negatived by the disadvantages which the absence of an efficient steamship service has created.

While, therefore, nature planted the shores of Canada a day or two nearer the shores of the Motherland than it did those of the United States, we have, by our neglect to take advantage of the fast steamships which science has created, shoved ourselves as it were three or four days further back from the coasts of Great Britain than is the United States.

Naturally the very exigencies of the case induced the Dominion to repent of her sins of omission and to bring forth fruits meet for repentance in the shape of a fast steamship service.

For half a dozen years or more we have been actively trying to secure this desideratum. Parliament has stipulated large bonuses which it was willing to pay, tenders were repeatedly advertised for, agents were sent to Europe to do missionary work, and eventually the financial co-operation of the Imperial Government was secured. But still we did not secure the fast steamship service. It seemed a "wild will o' the wisp."

Now, however, we appear nearer to the desired fast steamship service than we ever have been before.

The Dominion Government has made a contract with Petersen, Tait & Co., a Newcastle ship-building firm, whereby four fast steamships are to be put on the route between Canada and the United Kingdom. And a cable received at Ottawa on Friday last states that the contract has received the approval of the Imperial Government, something which was essential to securing the the latter's financial aid.

The details of the arrangement have not yet been made public, but we are promised they shall be at an early date.

About all we know is that the steamers are to be equal to the Campania, which seems to have become a recognized standard boat, and to be capable of maintaining a minimum speed of 500 knots per 24 hours, or a little over 20¾ knots per hour. Ample cold storage facilities, we are told, are to be provided. The subsidy the owners are to receive is $750,000, of which amount the British Government will contribute $250,000. Compared with the tender which it was proposed to enter into with the Allans nearly a year ago, there is an annual saving in cash of $375,000, of which $250,000 is saved to the Canadian Treasury.

On the face of it the bargain seems to be a better one financially than that which the late administration proposed to make. But whether all round it will be so when all the details are known remains to be seen. So far, the evidence is all in its favor.

It is to be hoped that there will now be no more hitches, born of politics or anything else. Much will depend, of course, upon the business ability with which the Government manages the affair. If it does right, it has a claim on the thanks of the business men of Canada.

THE CYCLE TRADE.

Hardwaremen, have you taken up bicycles and accessories? What an absurd question to ask, some will say. Of course, everybody has already gone in for them. But have they? Oh, no, they haven't. It would, however, be advisable to say to those who haven't, don't dash your head against a post or do any other equally rash act when you see the agency of your town or district taken up by one perhaps whom you look upon as not a fit and proper person for the job, but keep silent, as it only adds fuel to the fire and makes you look ridiculous.

You know you have had the chance time and again, and you would not. Have you not had travelers plead with you, in fact? Have they not tried every strategy to induce you to take them, but you have been obdurate?

Put off your lethargy from now and go in for a branch which, with its attendant requisites and repairs, is an undoubted source of profit.

It can never be said that there is no scope, or that there is not sufficient variety upon the market to choose from. The choice is so immense that you are apt to be bewildered as to whose make to take up.

The hardwareman should make a push with high-grade machines, which he himself must have every confidence in, and give equal warranty. He should also, of course, keep a few lower-priced wheels, of which there is a very fine variety on the market.

KEEP STOCK IN SIGHT.

A GREAT many sales are lost and a great deal of dead stock is carried by stores which are in the habit of having places behind or under the counters in which to place goods. These goods are probably never overhauled except at stock-taking times, and these drawers and hiding places are an excellent catch-basin for all sorts of goods which are usually called "stickers," and which ought to be out on the counters where they can be pushed more than ordinarily.

Do not have any places in your store where goods can be stuck away out of sight. If you have plenty of room it is better to have all the goods above the counters on the shelving. If possible have no shelves below, and there will be less probability of things being put out of sight. A great many stores, however, cannot do this, as they are crowded for room, and it is, therefore, necessary that a part of the goods should be kept below the counter board. If this is necessary see that every piece of goods not in easy access is looked over and examined and brought out to the light at least once a week.

If the goods are kept out where they can be seen all the time they are very much more apt to sell than if hidden away. Salesmen are sometimes careless about goods which are not easy to reach, and they very seldom take the pains to look into any of these old drawers or under the shelves to find the goods to sell.

If customers come in and call for some particular thing which they know to be in such and such a place, they usually go and get it, but if it is in some place where there is any doubt about finding it, they either say they haven't got it or they don't take the pains to look for it where they should, and try to substitute something else which possibly the customer does not want.

If you have goods that cannot be carried on the shelves, arrange them on the counter or on a centre-table in the middle of the aisle and place them there in full view of the customer.

THE BICYCLE BILL.

MR. CASEY'S now famous bicycle bill came up again for discussion in the House of Commons on the 20th inst. and was passed by the committee.

The argument advanced by the railway companies that a bicycle should not be carried because it was a vehicle might be entertained when a horse traveled in a Pullman car at first-class fare and the wagon in the baggage car.

As to the arguments that bicycles were too fragile and too expensive, it might be said that they are no more so than a great many other articles classed as baggage.

The bill does not say that bicycles should be carried free, but that they should be subject to the same rates as other baggage. There are countries where baggage is not free, but it can be depended upon that in these countries the passenger fares are not so excessive as here. It can be taken for granted that railway companies which do not charge for baggage, charge enough for passengers to cover all such extra carriage.

Mr. Wainwright, of the G.T.R., and Mr. Tait, of the C.P.R., appeared for the railways, and opposed the bill. Mr. E. B. Ryckman appeared on behalf of the wheelmen of Canada, and cited several instances of the exorbitant charges of the railways.

He said the wheelmen did not expect to hold the railways responsible for any damage ; only asked them to be careful of their wheels when in transit. He also claimed that several American railroads carried bicycles as baggage, and furthermore, that the C.P.R. when it came into competition with the Intercolonial Railway in the Maritime Provinces carried bicycles free.

Sir Charles Tupper, Mr. Gibson and Mr. MacDonnell spoke against the bill, but on a division the measure was approved by 46 to 21.

LINSEED OIL FIRMER.

Recent advices from abroad state that light shipments and the trouble in the East have produced a firmer feeling in the linseed oil market owing to the advance in the seed, while oil has been in brisk demand at a good advance.

Spot oil recently has been cabled firm from London at 14s. 1½d., and forward quotations are 15s. 3d., while 15s. 9d. is asked for May, August, and 16s. 3d. for September and December.

TO BUILD UP CANADIAN TRADE.

The Dominion Government has appointed Mr. E. E. Sheppard, of Toronto, a trade commissioner for Mexico, Central and South America. Not being acquainted with the intricacies of each Canadian manufacturer's business, he has sent out requests for price lists and catalogues to those who might carry on an export business.

By means of these he intends to determine the lowest price at which Canadian goods may be placed in these markets, and thus what goods may be exported with advantage to the countries referred to. He intends also to carry away with him much more information by having measurements and photographs of these various productions.

Hitherto Canadians have had little precise information with regard to forwarding facilities or financial arrangements, but with the hearty co-operation and assistance of those to whom he is addressing these requests, he hopes to bring back exact and original reports. On these reports the manufacturers will be able to rely, and Canadian trade will then assume its proper proportions.

Iver Johnson Revolvers

Iver Johnson Cycles . .

Send for our Catalogues and Prices
They will interest you . . . .

Honest Goods
at
Honest Prices

IVER JOHNSON'S ARMS AND CYCLE WORKS
Fitchburg, Mass., U.S.A.

IVER JOHNSONS ARMS AND CYCLE WORKS
HONEST CYCLES AT HONEST PRICES
FITCHBURG. MASS.

SKETCH OF PROFIT-SHARING.

Edward K. Nicholson, A B., in Business.

PROFIT-SHARING, in the broadest acceptance of the term, includes profit-sharing, gain-sharing, the system of rewards, and a system that might be called earning-sharing, or industrial profit-sharing. There are certain other schemes, those of "collection bonuses," "reference rate," and the "good fellowship scheme," but as they are really individual schemes, are of little importance except as illustrating the tendency of the times to increase the wages of the laboring class at the expense of some one else, no matter whom.

In gain-sharing, as described by Mr. Towne, of the Yale & Towne Manufacturing Co.. of Stamford, Conn., the employer ascertains the cost of the product in labor, supplies, materials and such other items as the workman can influence. He undertakes to organize and pay for a system whereby the cost of products in these same items will be periodically ascertained, and agrees to divide a certain portion (retaining himself the remainder) of any gain or reduction of cost the workmen may effect by reason of increased efficiency of labor or increased economy in the use of materials, or both; the system of rewards consists in the certain promised reward for special excellence or diligence in some particular branch, as, for instance, that offered by certain railway companies for the discovery of flaws in axles or cracks in tires; the third system is that of giving a certain per cent. of the excess of individual sales to the individuals. Profit-sharing proper, however, differs from all of these in that it is a "predetermined share in the profits," as the International Congress of Profit-sharing at Paris in 1889 defined it.

It may be described briefly as follows : At the beginning of the fiscal year the firm, either orally or by circular, announce to the employes that at the end of the year a certain percentage of the profits for that year will be divided among the said employes, either share and share alike, or in proportion to their wages, or the value of their services.

Albert Gallatin, the Secretary of the Treasury from 1801 to 1813, had some such plan in operation in his glass works. Lord Wallscourt attempted something of the kind in Ireland early in the century, but the scheme was really devised by M. Leclaire, the proprietor of a house decorating establishment in Paris, from a chance word dropped by the eminent English financier, Mr. Babbage.

M. Leclaire, by paying high wages, had secured a set of workmen who were the best in Paris, but even they required constant supervision, and lost two or three days a week from drinking and carousing. In attempting to reason out the cause M. Leclaire came to the conclusion that equal responsibility and equal proportionate reward between the employer and employe would settle the question. The scheme he involved was a complete success. Even in the first year none of his men who worked three hundred days received less than fifteen hundred francs, three hundred of these representing the lowest extra profit. M. Leclaire describes in strong terms the improvements already manifest in the habits and demeanor of the workmen, not only when at work and in close relations with their employer, but at other times and in other relations, showing increased respect both for others and for themselves.

The example set by M. Leclaire has been followed very extensively in France, the conditions of employes being such as to require some such system in order that a proper amount of labor and steadiness of habit may be secured from them. Mr. David T. Schloss, whose work, "Methods of Industrial Remuneration," is considered the best criticism of the subject yet written, in a magazine article gives a glowing account of the success of the system in France.

Germany and Italy have not interested themselves in the system except to a very slight degree. England has had some experience and some success, but as the conditions of labor there are somewhat similar to those in this country, her success has been less complete than that of France.

In 1886, Mr. N. O. Nelson, the founder of the N. O. Nelson Manufacturing Company, of St. Louis, a firm which manufactures plumbing goods, steam goods, and machinery, introduced into this country a system of division of a portion of his profits with his employes. He is spoken of by others as the "pioneer of profit-sharing in this country," although it is somewhat difficult to determine the authenticity of the statement, since a large number of firms adopted practically the same method at about the same time. Mr. Nelson's system introduced at that time was as follows : Without making any changes in management or wages, it was stipulated that, after allowing interest at the ordinary market rate of capital, setting aside one-tenth for a reserve fund, one-tenth for a provident fund, and one-twentieth for an educational fund, the remainder should be divided between capital and wages. Interest was regarded as the proper wages of capital. The reserve fund was to meet the losses of bad years and to equalize dividend when profits were small. The provident fund was created to take care of the sick, the disabled, and the families of the deceased. The educational fund was to provide a library which should be accessible to all employes. The results for the first few years were very good, and the system (which he had adopted, in a modified form, from that of M. Godin, of Guise, France), has been continued in practically the same way ever since, though the provident and educational funds have been abolished, and in their place has been inaugurated the practice of paying out whatever amounts were required for these purposes, and at the end of the year charging them against the profits before the division. Mr. Nelson's system, he claims, has been successful, though the claim is not made that there has not been a lessening of profits.

During the same year (1886), when Mr. Nelson was introducing the new system into his manufactory, there was great disturbance caused by the sudden increase in the prominence of the Knights of Labor, and "employes in manufacturing establishments throughout the country became more or less restless." As Mr. Wm. Cooper Proctor says in The Independent for May 2, 1895 : "During that year the firm of Proctor & Gamble, soap manufacturers, of Cincinnati, had in their various departments no less than fourteen different strikes, having, at different times, from eleven to one hundred and fourteen of their employes quit work in a body, and for all sorts of trivial causes. They were continually at the expense of breaking in new people, and the question was one of constant anxiety." After considerable thought and careful study it was decided to attempt a plan of profit-sharing, and to secure, if possible, some relief from their troubles. The employes of Proctor & Gamble are precisely such as a casual observer would think unfit for any such system, and that therefore it would be a test case as to whether among ignorant, unskilled labor, profit-sharing could be applied. It is just in such a case, however, that success is, and will be, most marked, and in this case the system adopted has shown what can be done. At first the employes were disposed to accept the dividend as a matter of course, but since the firm had retained the right of depriving those who showed any indifference from any share in the dividend, and of giving the share so withdrawn to those who showed an especial interest, this was soon broken up. The firm say : "It is, of course, a matter of education with them (the employes). We do not think that during the first two years profit-sharing, as a money-making scheme, was a success, but as the men became more and more convinced that they were being treated with absolute justice, they gradually developed more careful and intelligent work, and now we are able to demonstrate very clearly that the saving under the profit-sharing system is largely in

excess of what we pay as the share of the wage-earners in the profits. We, of course, have had no strikes nor any labor troubles of any kind since our plan has been in force. We find also that our people are staying with us better, and that we have very seldom to discharge a man for neglect of his work. In fact, our scheme, has, if anything, exceeded our expectations." When the firm was incorporated into the Proctor & Gamble Co. in 1890, the system was changed, but the profit-sharing was adhered to in another form.

One of the most instructive cases of profit-sharing in this country is that of Charles Gerard Conn, factory at Elkhart, Ind. Mr. Conn has been not only a manufacturer of band instruments, but also an inventor, an editor, a mayor, a state legislator and a congressman. The pressure of outside duties compelled him to withdraw, to a considerable degree, any careful oversight of his manufacturing interest, so he proposed to adopt a scheme by which the oversight would be unnecessary. His scheme was somewhat novel, in that the workmen receive their proportion according to their membership in one of three classes, the three classes being graded according to efficiency, length of employment, faithfulness or laxity, and moral character. The most peculiar features are: First—the principle that only those shall share the profits who assist in making the profits; second—not only is a distinction made in the distribution of profits in respect to length of service and faithfulness, but a moral distinction is made; third—the share of each participant is not determined by the amount of wages he receives, but equal efforts secure equal rewards.

They have been very successful in 1895, there being divided $25,000 among a little over a hundred men, the shares running from sixty to two thousand dollars.

A number of other profit-sharing businesses, which might be described as successful, are the Bowne Mills, of Tinerton, R. I.; P. N. Kuss, painter and decorator, of San Francisco, Cal.; the Bowdoin Paper Manufacturing Company, of Brunswick, Me.; Pomeroy Brothers, of Newark, N. J.; the Malvern Lumber Company, of Malvern, Ark.; and the Columbus (Ohio) Gas Company. Mr. Paul Munroe, in The American Journal of Sociology for May, 1896, deals with these firms more particularly, as well as with a number of instances of failures.

There are several firms who state that they believe in profit-sharing, but that for several years there have been no profits to divide. As one of the great advantages given by advocates of the system is that it will decrease cost, and thereby increase demand, which shall use the extra efficiency, this fact seems rather against the system.

Among the failures can be cited those of Rogers, Peet & Co., New York; Siegel, Cooper & Co., in their Chicago store; the St. Louis (Mo.) Shovel Co., and the Ara Cushman Co., of Auburn, Me.

This last-mentioned failure is the most important in the list, both on account of its size and importance and the causes. There are on the pay roll about one thousand persons, twenty-five to thirty per cent. being females. The employes are enterprising and industrious as a class, nine-tenths or more natives of the town or state. In all social, business and church relations the people of Auburn are very democratic in their instincts and associations; no classes or castes are recognized. It is just such a place as would seem ideal for the introduction of any new system which would benefit the laborer, for everyone is intelligent, educated, active, industrious and pushing. In 1886 Mr. Cushman inaugurated a simple form of profit-sharing; wages were to remain the same as before; a fair amount was to be allowed for interest on capital invested, management of the business, and for risks, depreciation and other contingencies; anything left was to be divided between employer and employes in the proportion that labor bore to the cost of the rest of the goods. A committee of employes was also appointed to care for their interests.

In 1887, at the close of the first year of business, an enthusiastic meeting was held at Auburn Hall, where Mr. Cushman made an address congratulating the workmen and Mr. C. S. Yeaton, of the committee of employes, answered, and gave a detailed report. Everything was on the top wave of success. The next year Mr. Cushman in his address showed that the beginning of the end had come by saying: "Profit-sharing must be accompanied by better co-operation and stronger efforts toward profit-earning and profit-saving than has yet been manifested by many who have worked for us and participated in the benefits of the business." The following year the system was abandoned.

Mr. Cushman gives as some of the reasons for the failure: "The inadequate ideas of most of the employes in regard to the exacting demands of business which led them to think that the profits of business were larger and more easily earned than they really are; the failure on the part of most of them to realize that success of the business such as

The Sherwin-Williams Paints.

The very best paints manufactured are *THE SHERWIN-WILLIAMS PAINTS.* They are made by *THE SHERWIN-WILLIAMS CO.* the largest paint and color manufactory in the world. The factories are at Cleveland, Chicago and Montreal, and there are branch houses in Chicago and New York. *THE SHERWIN-WILLIAMS PAINTS* are recognized everywhere as the standard. Every can of this paint that is sold is accompanied with a guarantee that if properly used over a surface in suitable condition, it will not crack, flake, or chalk off, and will cover more surface, lay on with more ease, wear longer and permanently look better than any other paint. *THE SHERWIN-WILLIAMS PAINTS* are particularly suited to home uses. They are all prepared and ready to use. They require no mixing. Any person of common judgment can put them on.

THE SHERWIN-WILLIAMS CO.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

WALTER H. COTTINGHAM
Managing Director
Canadian Department.

would assure them a dividend above fairly liberal wages must depend on the individual efforts of all. But altogether the most important reason why we could not make our plan successful was the opposition, open or concealed, of the labor organizations under the control of professional agitators and leaders."

The question arises, then, Why is it, if profit-sharing is so successful in France, that it is so unsuccessful in this country? There are three reasons, each of them dependent upon the difference in the character of the workmen of the two countries:

First—The workmen of this country are more under the domination of the labor organizations, who fear to lose control over wages.

Second—The self-will and self-assertion of the American employe, with a peculiar lack of reason in his actions.

Third—The difference in intensity of the employes in the two countries.

This last is the real reason for the failure of profit-sharing in this country. The French workman is inefficient, works with a very slight degree of intensity, has strong tendencies toward holiday taking, and is not particularly careful with materials. The American workman is commonly an educated person; that is, he has a common school education; he is industrious; when he works he does so with all the strength and intensity possible, and is peculiarly careful in handling materials. Profit-sharing, in order to be successful, needs an increase in the output caused by an increase in the efficiency, intensity, or carefulness in the workmen. Where such a thing is possible, there profit-sharing will be successful, but where no such increase is possible, no such system can be anything but a failure. If the time ever comes when our workmen need some greater incentive than good wages and active competition, then perhaps profit-sharing may prove to be that incentive, but until there is some such need, it is bound to be a failure here. One further reason for failure that might be given is that the American workman is sufficiently shrewd to see that in many instances the "benevolence" of the employer consists alone in the greater toil of the employe, that if he works hard enough to gain a small amount for himself, he will also have to gain more for the employer.

Profit-sharing, very evidently, is not the ultimate solution of the labor problem in America. It may possibly be a step in advance, but it is merely a step, or perhaps might better be termed an "indication" of the point toward which the laborer and the capitalist are moving.

THE MERCHANT WOULD NOT BITE.

Sharpers are trying to make money easily for themselves out of the gold mine boom. A few days ago a well-known merchant received a letter from Sandon, B.C. It was addressed correctly, but when he opened it he was surprised to find that it began "Dear Harry," while his name is George and was correct on the envelope. The letter appeared to be a confidential communication from the sender, to a personal friend, advising him of a particularly good find in the gold region and advising him to get up a company and send out an expert. The Simcoe man at first thought it a great chance, but when he began to reflect he concluded that it was a game. The "mistake" in putting the confidential letter into his envelope had evidently been intended to lead him on. The letter was very cleverly written, but disguised in poor writing and occasionally bad spelling. Probably others have received similar letters.

THE SCLATER FIRE — AN EXPLANATION.

Editor HARDWARE AND METAL,—Owing to the unfortunate circumstances of your paper of last issue reporting the fire which occurred in the store of our neighbors as having taken place in the basement of Wm. Sclater & Co., Ltd., 42 Foundling street, we find that the said report, being so widely circulated, has worked to our detriment in business circles. This is the third time that our company has suffered by fires occurring in our neighbors' store, and through a similarity in names which must be confusing to business people. And while our company is carrying on business, under the Limited Liability Act, under the name of Wm. Sclater & Co., Ltd., Mr. William Sclater, at one time manager of this company, has no connection, directly or indirectly, with us, and we wish the public to particularly note these facts. Wm. Sclater & Co., Ltd., have had no fire on their premises, and trust that they may never have one. Our goods are in first-class order, and are not damaged by fire, water or smoke.

WM. SCLATER & CO., LTD.

Montreal, May 19th, 1897.

"GOOD LUCK" BROOM.

The H. A. Nelson & Sons Co. have added two desirable lines to their regular assortment of brooms, and have called them the "Good Luck." The one dollar line is sewn with four strings, two and two, i.e., two close together and two farther down, making a good, serviceable broom and adding considerably to their appearance. The two-dollar line is a shorter broom. It also is sewn with four strings, but they are all close together. Both lines are made of the finest quality, carefully selected brush. They have also the firm's new fancy striped handle. Up to the present they have been able to meet only the city trade, but will soon be in a position to supply all their customers throughout the country, who would do well to immediately send in orders.

FOR LONG RANGE GAME SHOOTING

SMOKELESS SS SPORTING POWDER

SMOKELESS EQUALIZED HARDENED WATERPROOFED

HAS NO EQUAL

High Velocities. Low Pressures

Long Range. Extra Hardened. Double Waterproofed Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. SOLE MANUFACTURERS:

THE SMOKELESS POWDER CO. LTD.

Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts

SMOKELESS S. S. SPORTING

TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " "
Far in excess of any other Powder—Nitro or Black.

Pattern 233.
Pads penetrated (Eley's Special) 30·6.
Pressures 2·17 tons only.

All future issues made to this standard.

SMOKELESS S. S. SPORTING

SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite ·303." For Lee-Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

"Rifleite·450." For Sporting, Express and Military Rifles, ·360 to ·577 bore.

(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

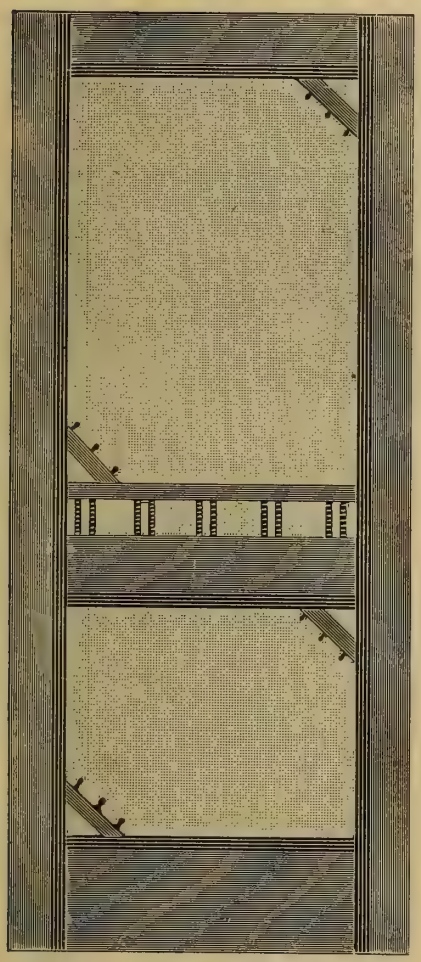
30 St. Sulpice St., MONTREAL.

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

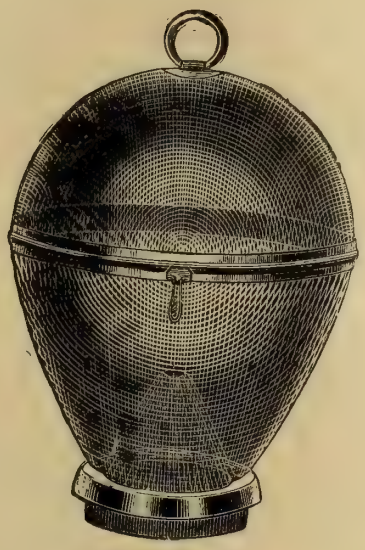
H. S. HOWLAND, SONS & CO.

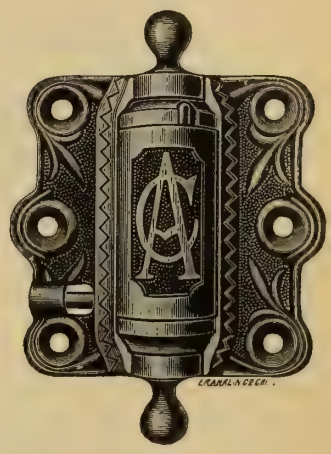
WHOLESALE
HARDWARE.

37 Front Street West, TORONTO.



Fancy Screen Door with Spindles.





Arcade.

Balloon Fly Traps.
Arcade Hold Back Spring Hinges

(JAP. OR BRONZED).

PERFECTION WINDOW SCREENS

No. 2—18 high, 20 in. wide, extends to 33 in.
No. 3—18 " 24 in. " " 41 in.
No. 4—24 " 24 in. " " 37 in.

SCREEN DOORS

No. 1.—3-panel, Stained, 2 ft. 8 in. x 6 ft. 8 in.
No. 2.—3- " " 2 ft. 10 in. x 6 ft. 10 in.
No. 3.—3- " " 3 ft. x 7 ft.

No. 1.—3-panel, Oiled, 2 ft. 8 in. x 6 ft. 8 in.
No. 2.—3- " " 2 ft. 10 in. x 6 ft. 10 in.
No. 3.—3- " " 3 ft. x 7 ft.

Perfection Screen Windows.

Fancy Screen Doors Oiled

100—1 Fancy Oiled, 2 ft. 8 in. x 6 ft. 8 in.
—2 " " 2 ft. 10 in. x 6 ft. 10 in.
—3 " " 3 ft. x 7 ft.

Fancy Screen Doors with Spindles

102—1 With Spindles, 2 ft. 8 in. x 6 ft. 8 in.
—2 " " 2 ft. 10 in. x 6 ft. 10 in.
—3 " " 3 ft. x 7 ft.

Green Wove Wire

18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 42 in.

ORDERS FILLED PROMPTLY. ...GRAHAM Cut and Wire Nails are the Best... OUR PRICES ARE RIGHT.

A HANDY BICYCLE HOLDER.

THIS cut shows the "Simplex" bicycle holder which M. & L. Samuel, Benjamin & Co. are handling this season. It is essential that a perfect bicycle holder should occupy the smallest possible space when not in use, be instantly and easily adjustable for use, and when in that position, hold the bicycle in such a way that there is no more strain sustained by the wheel than when resting on the ground. The "Simplex" holder was designed to meet these requirements. Fig. 1 shows the holder when in use. Fig. 2 shows the holder when not in use. In order to throw the holder from the position shown in Fig. 2 to that shown in Fig. 1, all that is necessary is to raise the holder until it is horizontal, when it automatically locks itself and is ready for use. The casting should be attached to the wall at a height of 52 inches from the floor to the centre of the casting. The price of the "Simplex" is 50c.

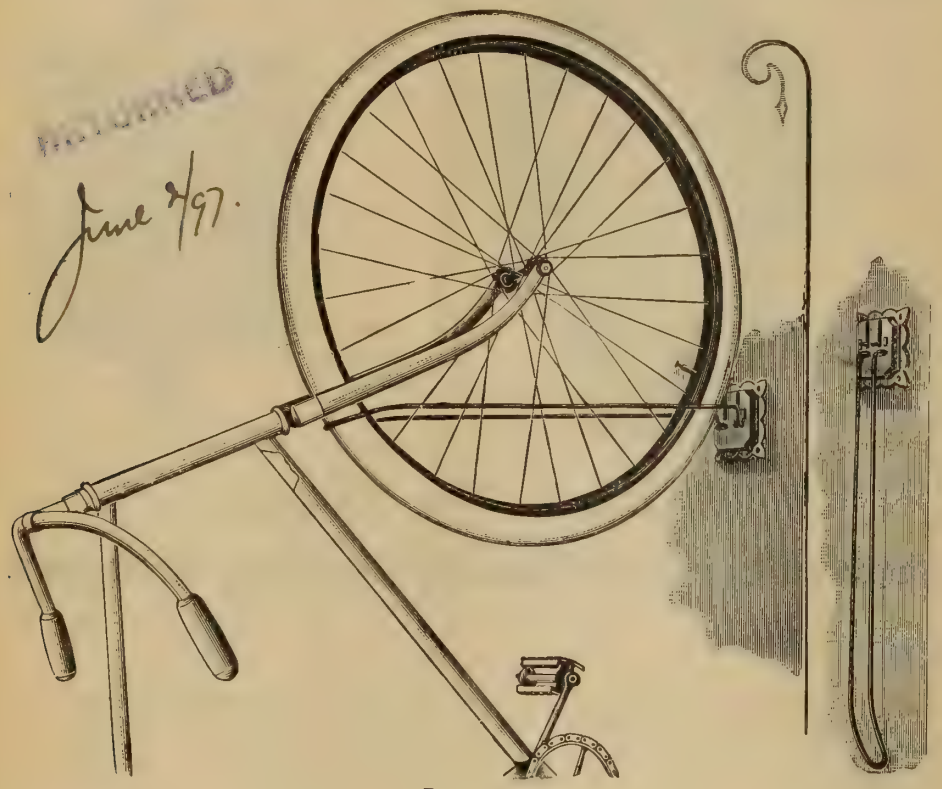


FIG. 1.

FIG. 2.

A "POCKET BICYCLE."

The latest thing is a "pocket bicycle." This contrivance is all made to fold up, so that you can carrry it about in a carpet bag. What absurd ideas are put before the public from time to time. We don't want any more bicycles made to fold up. Messrs. Gaspipe, Solder & Co., Unlimited, have supplied us with plenty of them long ago. But even the wheels of the folding bicycle shut up, for when the tires are pulled off a spring in the hub is pressed and the wheel falls into four pieces. Each piece can be closed like a fan and can be used as a walking stick. A large spring on the handle bar has only to be pressed and every spring in the machine is loosened, and the whole thing falls to pieces ready for packing. The bicycles will be ideal machines for picnics. The tubes of the frames can be screwed into the saddle frame to form a camp stool, and the gear case, when off the machine, forms an excellent frying pan, the necessary heat being obtained from a peculiarly constructed paraffine lamp. The tires are fur-lined, so that they can be used as throat protectors when the rider is off the machine and liable to take a chill. One handle is reversible, and when taken off and put on the other way brings a hook, which is normally concealed in the bar, into play, so that a handy apparatus for gathering blackberries is always available. This machine contains more talking points than anything which has yet been introduced; but I never was an orator.—Bearings.

BICYCLE REGULATIONS IN VARIOUS COUNTRIES.

An exhaustive report has just been issued by Consul Chancellor at Havre giving a detailed statement of the bicycle rules and regulations now prevailing in the various European countries regarding cycles and cyclists. In France there is an annual tax of $2 for every wheel; bicycles go as baggage on railways. In Austria a deposit of $10 is made. In Belgium 12 per cent. ad valorem duty must be deposited. No deposit is required in Germany. England charges no duty, but compels a deposit to guarantee against sale of bicycles. In nearly all the remaining countries deposits are required, and in Spain a six months license costing 20c. is required. Consul Chancellor points out that membership in cycling organizations, abroad as at home, carries great advantages, reduced hotel rates and repairs, with courteous treatment generally.

MR. HUMPHRIES GOT THE ORDER.

AMONG the finest of the Parkhill hotels is the Hastings House. This popular and well-known hotel has been under the management of Mr. N. A. McKinnon for more than six years, and probably throughout the whole province there is not a better managed commercial hotel; indeed travelers never tire in their praise of the courtesy and geniality of mine host. Mr. Hastings, the proprietor of the building, is a gentleman possessed of ample means and of æsthetic tastes, and his desire to make the Hastings House second to none in the province as a commercial hotel has now been carried out. After the fullest enquiry Mr. Hastings chose the Jas. Robertson paints and contracted with Mr. A. W. Humphries for a supply of this celebrated paint, for which Mr. Humphries is the sole agent. The whole building, both exterior and interior, is painted with this famous brand of paint. Jas. Robertson manufactures the white lead and the oil used in making this paint; this is the reason why both the seller and the manufacturer can guarantee it. Humphries' guarantee of the quality of any article in which he deals is a sufficient recommendation. He has been so long in the hardware business and is so well known in this entire section of country that Mr. Hastings was fully warranted in entrusting to him the furnishing of the paints and oils.

The dining-room, office and reading-room have been fitted up with beautifully moulded steel ceilings, furnished by Mr. Humphries, and manufactured by the Pedlar Metal Roofing Co., of Oshawa, and we understand that Mr. Humphries is sole agent for it in Parkhill.—Independent, Parkhill.

WIRE NAILS
WIRE - TACKS
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A Store Front

Made bright and cheery with **Pearcy's Pure Prepared Paints** gives an air of prosperity to the whole premises and attracts customers. Be sure you get Pearcy's Paint, for it is absolutely pure and will stand any test.

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A RAMBLER'S NOTES.

By Scott McKerrow.

WHO does not remember as a boy the keen delight experienced when first the "peep hole" of the "kaleidoscope" was placed to the eye and the different forms that were revealed by the continuous change the revolutions produced? And so in like manner to the traveling man are the many and continuous changes that are taking place from time to time throughout the country in every line of business. The grasp after the unattainable—the desire to increase one's opportunities, the enlargement of the field of labor, or even retrenchment—is mainly the cause for this change and so constitutes the ups and downs of life.

London has seen something of this during the past few months, and several radical changes have taken place. Wm. Wyatt & Son, who have for some time past been carrying on two extensive establishments, have concentrated the two stocks in the Talbot-street store, (Market square), and have leased the Richmond-street store. This latter store Wyatt & Son have occupied for many years, but finding the trade moving the other way, and that two stocks were both cumbersome and expensive to handle, they decided on this move. The Talbot-street store is in reality four storeys, the first and second being used as show rooms, the third as a workshop, the fourth for reserve stock. The building was recently constructed, and is in every way adapted for the firm's special line of business. I am informed that already they have found the move a paying one.

McLaren, Parkinson & Co., London, started business about a year ago with the express object of pushing "Happy Thought" ranges as well as jobbing and furnace work. They opened up east on Dundas street. Recently, Mr. McLaren went out of the firm, with Mr. R. Bigley, Toronto, the original "Co." taking a larger interest in the concern. The business is now being carried on under the style of Parkinson & Co., under the able management of Mr. T. Parkinson, who is thoroughly alive to all the opportunities the times afford and profits by every "wind that blows" trade his way. The firm has moved to its new stand on Richmond street, which is more central and compact and with better chances of getting more of the trade for smaller lines.

H. J. Boyd, who for over a quarter of a century occupied his stand on Dundas street, has also made a move further east on the same street, and is in cosy quarters, where his jobbing trade, of which he makes a specialty, can be looked after as well and with much less expense.

Collingwood next commands our attention, and here we find Mr. J. H. Duncan (who for many years has paid special attention to tinsmithing and plumbing), has put in a nice complete stock of shelf hardware in conjunction with his other lines. His store, which is in the centre of the town, is commodious, has a nice plate glass front, while within it has been fitted up with glass cases and gun racks and the shelving with hardwood boxes, nicely sampled, and the whole gives Mr. Duncan as neat and compact a hardware store as may be found in the west.

F. Occomore & Co., Collingwood, have sold out to White Bros., Huntsville. The store in which Messrs. Occomore have carried on business for the past three years has been the scene of many changes during the past decade, but is one of the best stands in that town. During their business career Messrs. Occomore & Co. enjoyed the confidence of their customers as well as the wholesale trade, and were always affable and obliging, two features which are appreciated at all times by all classes. Mr. Frank Occomore retires from the commercial arena and in future will interest himself in fruit farming near the town of Thornbury. From the oft-expressed good opinion which he has

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W. McNALLY & CO. - MONTREAL.

of HARDWARE AND METAL, your correspondent would not be surprised if some day the members of the staff were regaled with Northern Spies grown under his care. Anyhow, he has our best wishes in his new venture. Mr. T. J. White, will carry on the business under the style of White Bros., and if past experience as to shrewdness and business ability count for anything, Mr. White will indeed be a factor greatly felt in Collingwood business circles.

W. H. Jones, Ingersoll's worthy Mayor, and one of its leading hardwaremen, has not been idle, and has now under construction the extension of his shelving to the ceiling of the store, which will give him five additional shelves, and therefore a greater concentration of stock. Sliding ladders will be on both sides. The benefits to be derived by such improvements will more than compensate for the expenditure.

F. Bowman & Co., also of Ingersoll, have constructed a rather unique but attractive sign at small cost. It consists of an old "high-wheel" bicycle on the spokes of which fan-like pieces of tin have been soldered to cause it to revolve in the wind. This is extended from the roof over the street and can be seen the full length of the street, and as a moving object attracts the eye quicker than a stationary object, this sign is seen by everybody passing. Dealers having an old "high wheel," for which they have no particular use, will find this a paying use to which they may put it.

G. A. Binns, Newmarket, has constructed a very neat "clearing sale table" or "novelty table," as the case may be. It it placed in the centre of the store near the front, and is two feet wide by nine feet long, and grades from two feet high to three feet high, thus giving full view of all goods displayed. It is nicely covered with red baize, showing up steel goods to perfection. At either side brass rods extend, having "S" hooks soldered on (to prevent sliding) for hanging whisks, brushes, etc., while the floor beneath is kept clear for easy sweeping. This table is inexpensively made up, and is well worth the outlay.

W. F. Cockshutt & Co., Brantford, have a unique window display in fishing tackle and sportsman's supplies. The sides and background of the window are neatly decorated with fishing poles stacked and hung in various positions, while here and there stuffed fish that would gladden the heart of any angler are to be seen; the floor of the window has neatly arranged floats, lines and all the necessities pertaining to an angler's outfit, and in the centre the most unique feature of the display is placed. This consists of a sheet of cardboard framed, on which a Canadian beaver has been outlined, and then filled in with all styles and colored flies, from a "brown hackle" to a "Jack Scott." The effect is both attractive and pleasing.

AN UNUSUAL OCCURRENCE.

On account of the scarcity of iron ore in England The London Times points to the perils in prospect for the British iron and steel industries, and it adds, that for the first time in the history of her iron trade Great Britain has felt a scarcity of ores, and the demoralizing effect of the imports of American pig iron has increased. It continues, saying: "In view of the threatening exhaustion of the ores in the north of Spain and the probable increase in the cost of ores procurable elsewhere, it is not too much to say that almost every iron making firm in Great Britain engaged in hematite production, which is nearly half our total output, is anxiously concerned and apprehensive that a few years will see the end of the monopoly they have hitherto enjoyed in cheap iron output. While, however, it is probable that no second Bilbao is available, it is believed Spain still has large undeveloped resources in ores, many of which have been acquired by British firms."

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THE CHANGES IN THE TARIFF.

ACCORDING to promise, the Minister of Finance on Tuesday last brought down his amendments to the tariff. The following are his references to the duties on iron and other articles appertaining to the hardware and allied trades :

With regard to Customs duty, we have made a number of increases, but in the great majority of cases the changes that we make are in the direction of a decrease. We have desired to meet the manufacturers, so far as it was possible to do so, not by increasing the duty upon their manufactured article, but by endeavoring to diminish the cost of their raw material, and in a number of cases we have been able to do that. There are a few items in the tariff where the rates were comparatively low, and when you apply to these the preferential rate, which is ⅛ in the first stage and ¼ at the next stage, the result would be that the rate would come down below what perhaps any of us would consider a revenue tariff, and would bring the tariff down to 15 or 17 per cent. In a very few cases it will be found that we have changed the duties in the direction of an increase, but in every case in which we have increased the duty it will be found that, having regard to the reciprocal tariff rate, the net result will be that the duty on those articles is substantially lower than under the old tariff. In three or four cases, I think, we have adopted specific duties. We have endeavored to resist, as far as possible, the somewhat general demand of manufacturers that specific duties should be maintained, but there are three or four cases in which it seemed that the convenience of the Customs Department, and generally the difficulties created by the situation, might best be met by specific duties. These, however, are quite exceptional.

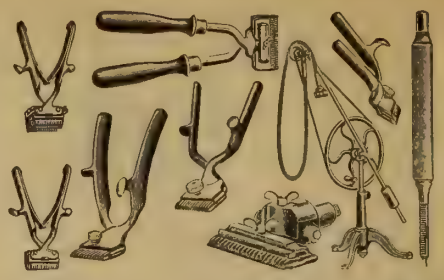
Let me now draw attention to a change with regard to the reciprocal tariff. In schedule D, it will be found that there is a slight change in the wording, but it is of no substantial importance ; it is merely a change in the wording which describes the articles excepted. In the enacting clause in relation to the reciprocal tariff, section 16, it will be found that one or two words, which are mere surplusage, and are repeated, have been omitted. But we have also introduced into that section a sub-section, in accordance with an intimation given at an earlier stage of the discussion, as to doubts that undoubtedly existed in relation to the effect of the foreign treaties. In presenting the budget to the House I was asked by honorable gentlemen opposite as to the effect of those foreign treaties upon the reciprocity treaty, reciprocal tariff, and my answer was that it was a matter of doubt ; that we were not prepared to admit that those treaties did apply or should apply to Canada ; but we could not give at that time final judgment in regard to it ; but we would be influeuced to a considerable degree by the judgment of Her Majesty's Government. We hold to that position to-day. We maintain that those treaties do not apply to Canada, and that our course is entirely consistent with any obligations we might owe as part of the Empire. Nevertheless, there being a doubt in the matter, not so much in our own minds, perhaps, but we go so far as to say that the thing is not certain, in view of all the discussion that has taken place we think it is well to provide that if it shall appear ultimately that these treaties are held to apply to Canada we have made provision therefor.

THE MODIFYING RECIPROCITY CLAUSE.

We provide, by substituting for section 16, as follows : "That the Governor-in-Council may extend the benefits of such reciprocal tariff to any country which may be entitled thereto by virtue of any treaty with Her Majesty." We do not anticipate that we shall have any occasion to act under that clause, but, in view of any possible doubt in the matter, it seems wise that we should provide for the possibility by putting in the clause. If it should be so determined that the treaties would apply, it would be our duty to recognize them and act on them, but then the whole question would have to come up for further consideration. I now propose an amendment which may be regarded in some quarters as desirable to what is commonly called the combine clause, No. 17. We propose before the Government shall take final action on that clause that they shall refer to a judge of one of the higher courts the question as to whether or not the combine exists of the character contemplated by the resolution. That is to say, the determination of the question shall not be a political determination, but a judicial determination, and upon that determination the Government shall then proceed to carry out the intention of the clause.

MINING MACHINERY.

In the matter of mining machinery, in our tariff resolutions we included a class of mining machinery exclusively used for mining, and provided that it should be admitted duty free. Under the old tariff there was a clause of a somewhat similar character restricting it to kinds of machinery not made in Canada. We found difficulty in the interpretation of that clause, and we have found there would be difficulty in the interpretation of our new clause, owing to the uncertainty as to what is mining machinery, exclusively used for that purpose. We have had interviews with gentlemen interested in the manufacture of mining machinery and also with many people who use such machinery, and, after a very full discussion, we determined to place 25 per cent. duty on certain articles of mining machinery, and to specify all the articles which we wish to make free. There are a few items of this mining machinery which are made in Canada, and which are well made and satisfactory to mining people, and these classes will still have to pay 25 per cent. Then we place on the free list a large number of items which are desired by the miners. Item 535, in the amended resolutions, reads as follows : "Mining, smelting and reducing machinery, viz., pressure or exhaust fans, rotary pressure blowers, coal cutting machinery, except percussion coal cutters ; coal heading machines, coal augers and rotary coal drills, core drills, miners' safety lamps, coal washing machinery, coke-making machinery, ore-drying machinery, ore-roasting machinery, electric or magnetic machines for separating or concentrating iron ores, blast furnaces, water jackets, converters for metallurgical processes in iron or copper, briquette-making machinery, ball-grinding machines, copper plates, plated or not, machinery for extrac-



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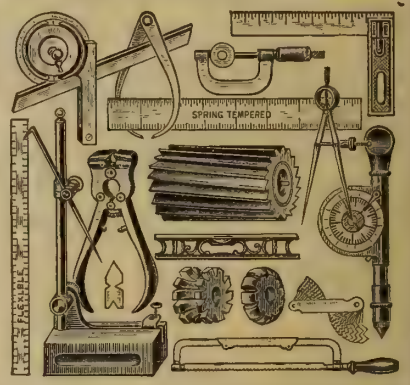

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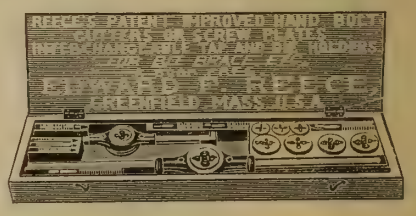

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Mention this paper.

tion of precious metals by the chlorination or cyanide processes, monitors, giants and elevators for hydraulic mining, amalgam safes, automatic ore samplers, automatic feeders, jigs, classifiers, separators, retorts, buddles, vanners, mercury pumps, pyrometers, bullion furnaces, amalgam cleaners, gold mining slime-table, blast furnace, blowing engines, wrought iron tubing, butt or lap welded, threaded or coupled, or not, not less than 2½ inches diameter, when imported for use exclusively in mining, smelting, reducing or refining, these articles all go on the free list.

Articles placed on the dutiable list are: Ore crushers and rock crushers, stamp mills, Cornish and belted rolls, rock drills, air compressors, cranes, derricks, percussion coal cutters. These are to be dutiable, and all the others are on the free list. Item 257, covered wire for electrical purposes, bas been changed from 25 to 30 per cent. The present preferential rate will bring that down to 18¾ per cent., which is below the former duty. This is an article made both in the United States and England. Item 257, rubber belting, is classified in the resolutions with leather belting. We have separated them. The leather belting remains at 20 per cent., and we have placed rubber belting with other rubber goods at 25 per cent. Under the old tariff it was 32½ per cent. On clause 197, plate glass, small sheets, not to exceed 25 square feet, we have reduced from 30 to 25 per cent. This will be subject to a further reduction under the preferential rate if brought in from the Old Country. Silvered glass, which we placed at 30 per cent., we have increased to 35 per cent., on the ground that it is the highest class of glass, and should pay the highest duty.

Linseed oil was 20 per cent., and the reciprocal rate would be 15 per cent. That is lower than a fair revenue tariff, and we propose to place it at 25 per cent., which, under the preferential rate, would make the duty on this article brought from England 18¾ per cent.

CUT AND WIRE NAILS.

Cut nails and spikes, item 248, under the old duty paid ¾ of a cent. per pound. We have placed them at 30 per cent. We have agreed to make a specific duty of but half a cent instead of ¾ of a cent, which was the rate under the former tariff. This rate is subject to a still further reduction by the preferential rate. Nuts and bolts, 269. The old duty was 1 cent per pound, and 25 per cent. ad valorem. There is a specific duty of 1 cent per pound and two different ad valorem rates. We had placed these at 35 per cent. This is one of the three or four specific duties we have retained. We propose that the duty shall be ¾c. and 25 per cent. ad valorem, as against 1c. and 20 and 25 per cent. ad valorem. Wire nails, the old duty was 1c. per pound. We had placed them on the 35 per cent. list. We now make the duty 3-5th of a cent per pound, as against 1c. per pound under the old list. Under item 235, bridges and structural iron work was placed at 30 per cent., and we have now increased it to 35 per cent., which will be subject to the reciprocal rate. The old rate was 1c. per pound, the present rate will be materially lower, especially under the preferential or reciprocity rate.

Twine and cordage, item 414: these were reduced to 20 per cent., and we now place them at 25 per cent. Cordage will probably come in from the Old Country, and under the preferential rate the duty will be reduced to 18¾ per cent., as against the former duty of 1¼c. per pound and 10 per cent. ad valorem. The former duty was equivalent to 29 or 30 per cent. The present duty will be 25 per cent., subject to the preferential or reciprocal rate.

On the coal duties we still reserve the final action, as was formerly stated, but in the wording of our tariff resolutions some few words were inserted which have created some difficulty in regard to coal screenings. We have rewritten the item, but we have not changed the rate. There is no change in the duties on coal or coal screenings for the present. The duty on grindstones we have reduced from 20 to 15 per cent. Under the old tariff there was a specific duty of $1.75 per ton.

Stereotypes, electrotypes, etc., item 292 of the present tariff: the former duty was 2c. per square inch. We reduced this 1½c. per square inch. In another case, where the duty was ⅜c. per square inch, we make it ¼c. per square inch. Steel tubes for bicycles, formerly 15 per cent., are now 10 per cent. Pig lead, formerly 20 per cent., is reduced to 15 per cent. As it comes from England, there will be a further reduction under the preferential clause. Buckthorn and strip fencing, formerly, 25 per cent., is reduced to 20 per cent.

WIRE DUTIES.

The item of wire we have divided into several items. Brass wire is made dutiable at 10 per cent., copper wire 15 per cent., other wire of iron or steel is 20 per cent. We have placed spring steel, spiral spring steel, spiral springs for railways, steel billets, and steel axle bars, for the manufacture of carriage springs and axles, on the free list. Steel for tool-makers is reduced from 15 per cent to 5 per cent. Scrap iron under the old tariff was $4 per ton; under our first resolution we made it $1.50 per ton; it is now made $1 per ton. Steel ingots, blooms, slabs, billets, puddled bars, etc., under the old tariff were $5 per ton, under our first resolution $4 per ton; now reduced to $2 per ton. Structural iron is reduced from 15 to 10 per cent. Bridge plates for steel plate manufacturers, under item 223, are reduced from 15 to 10 per cent. ad valorem. Rolled iron or steel plates, used by boiler-makers, are reduced from 15 to 10 per cent. ad valorem. Veneers of wood, item 321, are reduced from 10 per cent. to 7½ per cent. Glycerine for the manufacture of explosives, formerly 20 per cent., is reduced to 10 per cent.

CAVERHILL, LEARMONT AND CO.

Caverhill, Learmont & Co. have acquired the extensive premises on Colborne street, Montreal, which, until the recent fire, were for many years occupied by Crathern & Caverhill, as their metal, glass and heavy hardware warehouse.

Caverhill, Learmont & Co. are now prepared to execute all orders in these heavy goods hitherto supplied by their confreres; this in addition to their shelf hardware, harvesting tools, etc., which are carried in stock at their St. Peter street warehouse.

LINSEED ONE CENT HIGHER.

In consequence of the recent change in the tariff and strong advices, referred to elsewhere, the price of linseed oil was advanced 1c. per gallon in Montreal on Thursday, and is now firm at the rise.

The price now is 42c. for raw and 45c. for boiled, in five-barrel lots; smaller lots 1c. more.

Caverhill, Learmont & Co.

Office, Sample Room - St. Peter Street
Metal Warehouse - Colborne Street

. . MONTREAL . .

Hardware, Firearms, Bicycles, Etc.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 28, 1897.

HARDWARE.

BUSINESS in shelf and such hardware has been fairly well maintained during the week. Demand has continued for cut and wire nails, in which, however, the feeling as regards values is very unsettled. The same activity has been noted in bolts, screws and nuts, while harvesters' and carpenters' tools are moving out very freely, although the individual orders are for small quantities. Ice cream freezers are in increasing demand, and screen doors and blinds and wire cloth continue active. Demand has also been better this week for assortments of table cutlery, and altogether a fair average volume of trade is passing.

BARBED WIRE—Demand is not extensive, but a fairly moderate movement is passing. We quote; $2.60 f.o.b. Montreal, and $2.50 f.o.b. Toronto, Hamilton and London. Freight prepaid in Ontario on 1,000 lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms : 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE—The discount rates are still unsettled, and the modification in the new tariff has created further uncertainty. Discounts, however, are quoted at 30 per cent. Terms are : 4 months or 3 per cent. ; lots of less than 1,000 lbs. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—The market is dull and unchanged, with discounts 30 per cent. on tinners' coppered iron and coppered spring, f.o.b. Montreal, Toronto, Hamilton and London.

WIRE NAILS—The unsettled feeling in wire nails has not been dissipated by this week's modification in the iron schedule, which, of course, means more duty. At this writing, however, no change is to note, and the basis for both C.L. and L.C.L. is $2 f.o.b. Montreal.

CUT NAILS—Prices in this province are nominally unchanged on the basis of $1.95, but it is pretty generally admitted that it has been shaded materially in the case of round lots. In Ontario the Pittsburg basis governs, as we noted last week.

HORSE NAILS—There has been a rather better enquiry for horse nails, with discounts 50 per cent.

HORSESHOES—Business in horseshoes has been fair. We quote f. o. b., Montreal : Iron shoes, $3.25 ; steel shoes, XL 3 and 4, $4.50 ; ditto 0 and 2, $5.25 ; assorted, $5 ; steel toe weights, $5.50.

SCREWS—The demand for screws has continued brisk. Discounts now are: Flat head, bright, 87½ and 10 ; round head do., 80 and 10 ; flat head, brass, 82½ and 10 ; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Trade remains much as it was, with discounts 10 to 12½ per cent.

BOLTS—There has been a fair enquiry for these, in fact, orders are better than they were a week ago. Discounts are : Common bolts, 70 and 10; full square bolts, 70 and 10; Norway carriage bolts, 70 and 10 per cent.; machine bolts, 70 per cent.; coach screws, 75 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c per lb.; ¼, 6c. per lb. Terms and deliveries as before.

RIVETS—There has been some enquiry for these this week. Discounts are as follows : Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—Business in cordage has been fairly good during the week. We quote : Sisal, 5¼ to 5½c. for 7-16 and upwards, and manilla, 6¾ to 7c. for 7-16 and upwards, and 7 to 7¾c. for smaller sizes.

HINGES—There has been a good demand for T and strap hinges. Prices range from $2.40 to $2.50.

CHURNS AND WRINGERS—Continue quiet and unchanged.

ICE CREAM FREEZERS—Quite a number of these have been asked for.

SPADES AND SHOVELS—Business is much as it was and the discount is unchanged.

TOOLS—Harvest tools continue to move freely and enquiry is maintained for planes and other carpenters' tools.

BUILDING PAPER — There has been a fair demand for building paper this week. We quote : Plain building, 30c. ; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING—There has been a fair enquiry for leather belting.

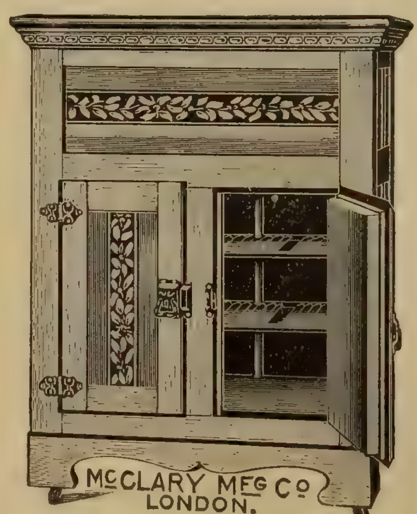
WARE—Plain iron ware has been freely asked for in this province, also tinned iron and granite and enamelled utensils.

CUTLERY—There has been fair enquiry for assortments of table cutlery this week.

SPORTING GOODS—Business generally remains much the same as it was a week ago.

WIRE SCREENS—There has been a brisk demand for these, also wire cloth.

A GOOD Refrigerator



is a comfort while a poor one is not worth house room. **We guarantee ours satisfactory.**

Made of seasoned hardwood strongly put together and handsomely carved. Zinc lined and charcoal sheathed. Bronze locks and hinges, strong and of unique design. Ice racks and provision shelves strong and serviceable. Entire refrigerator easily cleaned.

The system of circulation, ventilation and insulation ensure a pure, dry, cold air.

Seven different sizes, with ice capacities from 25 lbs. to 180 lbs.

We have also a small quantity 1895 patterns, family size, which we will sacrifice at $12.00 each.

The McCLARY MANUFACTURING CO.

London Toronto Montreal
Winnipeg Vancouver

1897 IMPROVED 1897

STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.
Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
HAMILTON, ONT.
Eastern Depot, 422 St. Paul St., MONTREAL

Portland Cement

English, Belgian, German,
American and Canadian.

Calcined Plaster

F-FF-FFF or Dental Rock Wall and
Asbestic Wall Plaster.

F. Hyde & Co.
31 Wellington street, MONTREAL

BRILLIANT
FRENCH
PLATE GLASS

THE BEST AND PRICES THE LOWEST
AT THE
Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO, MONTREAL, LONDON, OTTAWA

FISHING TACKLE

Our stock is most complete in
all kinds of Sporting Goods
Consisting of
Fishing Tackle, Lacrosses, Footballs, Boxing Gloves, Punching Bags, Baseball Goods, Camp Sets, Folding Furniture, Hammocks, etc., etc.
Send for Catalogue B.
The Wightman Sporting Goods Co. 403 St. Paul St. MONTREAL

CEMENT—There has been a decided improvement in the demand both from local and western buyers. Values are: $2 to $2.10 on English, and $1.90 to $2 on Belgian, ex wharf.

FIREBRICKS — There is a good demand for firebricks, and prices range from $16 to $21 per 1,000, ex wharf.

METALS.

Prices generally exhibit no change in heavy iron and metals, while the enquiry is fair, on the whole, for the season of the year, considering the uncertain conditions prevailing.

PIG IRON—There has been no further change in pig iron, but prices for round lots of domestic might be shaded. We quote: Hamilton, $17 for No. 1, and $15.50 for No. 2; Ferrona, $14 to $16; Siemens, $14 to $16; Summerlee, $17.50 to $18; Carron, $18; Ayrsome, No. 1, $16; Eglinton, $15 to $16; and Carnbro', $16 to $16.50.

BAR IRON—The unsettled disposition of values on bar iron continues, and $1.45 has certainly been shaded this week for car lots, and it is not certain that a smaller quantity could not be had at a cut also. Nominally, the basis is $1.45.

BAND IRON — Continues quiet at $1.75.

HOOP IRON—There has been some demand for this line. Prices are steady at $2.25.

SHEET STEEL—There is very little doing in sheet steel. We quote $2.60 to $2.70.

SHEET IRON—Business remains much as it was, the decline not inducing any appreciable increase in the enquiry. We quote $2.25.

GALVANIZED IRON—There has been a good demand for galvanized plates at the decline. We quote $4.25 to $5.25, as to grade.

TINNED IRON—In fair jobbing enquiry at $5.50 up to 20 gauge.

LEAD PIPE—There has been some enquiry for lead pipe, etc., but demand is the reverse of brisk. We quote 7 to 7½c., and discounts 30 and 5 off.

PIG LEAD—There has been a fair enquiry for pig lead, which is firm at the advance: $3.35 to $3.60.

INGOT TIN—Demand fair and stocks light with prices steady at 16 to 16½c.

INGOT COPPER—Quiet, but steady, at 12 to 13c.

IRON PIPE—Prices are rather unsettled, but we quote from 1⅞c. on ¼ inch, 9¼c. on 2 inch black, and from 4c. on ¼ inch to 11½c. on 1½ inch galvanized.

CANADA PLATES—The unsettled feeling in values continues and prices range from $2.35 to $2.60.

TERNE PLATES—Stocks light and prices firmly held at $6 to $6.25.

TIN PLATES — Jobbing enquiry for both cokes and tin has been fairly satisfactory. We quote: Coke, I. C., $3 to $3.20; charcoal, I. C., Allaway, $3.25; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X., $4.50.

BOILER PLATE—There has been little doing in this line. We quote $1.90 to $2.

SITUATION VACANT.

TRAVELER WANTED TO HANDLE GOOD side line. Box A, HARDWARE. (22)

WANTED.

WANTED — HARDWARE, STOVE AND TINware business; terms cash. A. B. Noble, Shelburne. (22)

W. GORDON & CO.
SCALE MANUFACTURERS
587 St. Paul Street
Montreal
All kinds of Scales made and repaired.
Write for Catalogue.

Abbott & Co.
ROLLING MILLS
Best Charcoal Rolled Iron.
B. B. Axe Horseshoe Iron.

AND FACTORIES
MONTREAL

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

Monarch and Napoleon
RAWHIDES
Are the most reliable
WHIPS
made. Our patent adds 100 per cent. to the wearing qualities, besides keeping whip straight. . .
Patented and made only by
Highest Quality. | HAMILTON WHIP CO. 119, 121, 123 Mary St. | Moderate Prices.
Great variety of Cheap Whips

SOLDER—Demand for solder is fair, at 12 to 13c.

SHEET ZINC — Quiet and unchanged at $5 to $5.25.

SPELTER—Remains steady at $4.50 to $4.70.

ANTIMONY—Remains quiet at 10c.

SCRAP IRON—Prices greatly nominal in the absence of any large contracts.

GLASS.

There has been a fair demand for glass since the decline, both for local and outside account. We quote: First break, $1.25, and second, $1.35 per 50 feet; third break, $2.80 per 100 feet.

PAINTS AND OILS.

An active business has been done in all lines of paints, colors and varnishes. Demand for white lead has been good, and prices are firm in sympathy with strong advices from Great Britain. Supplies of red lead are small and prices rule firm. Shellac is steady at the recent decline, while dry colors and varnishes are moving out well, and the demand for paris green in the country is commencing. Steam refined seal oil has been sold short here, while Gaspe cod is weak and lower.

WHITE LEAD—In good enquiry. We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Light stocks and a fair demand result in steadiness. We quote: Pure, 3¾c. in casks, 4c. in kegs, and No. 1, ¼c. less.

LIQUID PAINTS—Prepared paints of all kinds are in active enquiry.

PUTTY—Continues unchanged, selling at $1.70 in bulk.

SHELLAC—Prices are steady under a fair enquiry at 24c. for pale orange in case lots.

PARIS GREEN — Enquiry for this line is on the increase.

DRY COLORS—Shipments of these are going out freely.

LINSEED OIL—There has been no change, but advices from abroad are firmer. We quote: Raw, 42c.; boiled, 45c.; 5-barrel lots 1c. per gallon less.

TURPENTINE—Continues steady at 42 to 43c., according to quantity.

VARNISHES—In fair enquiry at current prices.

SEAL OIL—Actual sales of seal oil have been made as low as 39c. in round lots.

COD OIL—Gaspe cod oil is weak and lower at 30 to 31c.

NAVAL STORES—without change. We quote as follows: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

ASHES.

There has been no further change in ashes. We quote: First pots, $3 and seconds, $2.80; while pearls are offered at $4.40.

HIDES.

Calfskins have declined 1c. to 8c. for No. 1 and 6c. for No. 2. Beef hides are 6, 7 and 8c. respectively, as before.

PETROLEUM.

Petroleum is in fair demand. We quote: Canadian, 14½c. car lots and 15½c. for smaller quantities. American—prime white 17c. in car lots; water white, 18½c., and astral, 20½c.; smaller lots 1c. advance on these figures.

COAL.

The coal market has remained as last quoted: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6, delivered; Scotch steam, $3.50 to $3.60, ex ship, and Lower Ports steam, $2.50 to $2.75, ex ship.

MONTREAL NOTES.

Linseed oil is cabled from London steady at 14s. 1½d.

Both seal and cod oil have been offered at very sharp reductions this week.

The total imports of firebrick since the opening of navigation at this port have been 184,000, over 103,000 being received last week.

The well-known commission man, Walter Grose, of St. Dizier street, Montreal, has left for Ontario and the west this week to call on the hardware trade with spring goods.

Receipts of cement for the past week were 2,800 barrels English and 4,944 Belgian, as against 2,500 English and 7,600 Belgian for the previous week. This makes the total to date, 5,300 English and 12,544 Belgian.

ONTARIO MARKETS.

TORONTO, May 28, 1897.

HARDWARE.

BUSINESS is much about the same as a week ago. Although the promised amendments to the tariff have been brought down prices in some staple lines are still somewhat unsettled, figures not having yet been fixed to meet the new conditions. Although the duty on cut nails has been increased, the price so far remains as before. Wire nails, however, are generally quoted 10c. per keg higher. In shelf hardware the orders being received cover a nice assortment, but they are as a rule small. The demand for barb wire still somewhat exceeds the supply, and the demand for ordinary fence wire has been well maintained. Orders for wire nails are coming in freely, but there is not much doing in cut nails. The demand for horse nails continues to improve. Rope is a little weaker. Business in harvest tools and spades and shovels continues brisk. Ice cream freezers, screen doors and windows and spring hinges are all active.

BARB WIRE, ETC.—Owing to the difficulty of getting the factories to fill orders, the demand still exceeds the supply. On the local market there is virtually no plain twist to be had. Prices as far as can be learned are much about the same as last week. We quote: $2.50 per 100 lbs. Ontario and $2.60 Quebec, with terms and deliveries as before. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE — The demand continues fairly good, with prices as before. Discounts, 27½ to 30 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—There is no change in the situation, either in regard to business or prices. We quote: Tinners', coppered iron, and coppered spring, discount 27½ to 30 per cent. f.o.b. Toronto, Montreal, Hamilton and London.

WIRE NAILS—Orders are coming in quite freely, but prices are unsettled, although most houses appear to be asking 10 to 11c. per keg more than last week in consequence of the change in the duty. We quote $2.04 in carload lots and $2.15 in lesser quantities, delivered at Toronto, Hamilton, London, or points where the freight rate from Pittsburg is the same as to these cities; to places where the rate is higher than to these points excess will be added.

CUT NAILS—Trade is quiet and prices nominally unchanged. Base price is now $1.74 Pittsburg, duty included; freight to be added; at Toronto $1.95 is being quoted.

HORSE NAILS—The slight improvement noted last week has been maintained. Discount is unchanged at 50 per cent.

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Asphalt Footpaths, etc., Public Buildings, Ottawa" will be received until Monday, 31st instant, for the construction of Asphalt Footpaths, etc. required at the Public Buildings, Ottawa.

Plans and specifications can be seen and form of tender and all necessary information obtained at this Department, on and after Saturday, 22nd instant.

Persons are notified that tenders will not be considered unless made on the printed form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted bank cheque, made payable to the order of the Honourable the Minister of Public Works, equal to five per cent. of amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

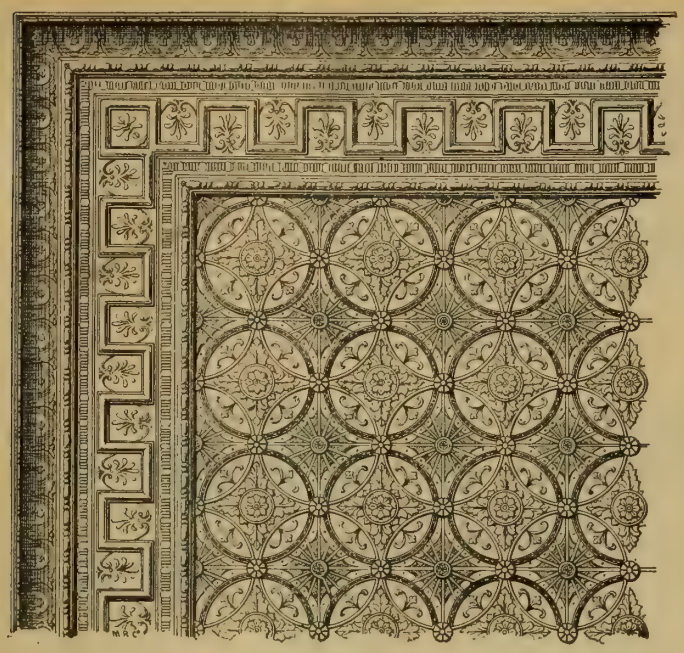
By order,

E. F. E. ROY,

Secretary.

Department of Public Works, Ottawa, May 18th, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (22)



ONE OF OUR DESIGNS.

Embossed Steel Ceiling

WE were the first concern to make Embossed Steel Ceilings, and, having the necessary experience, have always kept our designs up to date.

No imitator has yet produced their equal.
You should handle these goods.

Have you had our CATALOGUE?
IT'S A DAISY.

THE METALLIC ROOFING CO. LTD.

TORONTO

The Pioneer Makers of Sheet Metal Building Materials.

HORSESHOES—Trade during the past week has been quiet. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS — Have been going out freely. Discounts are now: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Trade is quiet. Discounts, 10 to 12½ per cent.

BOLTS—Trade has not been quite as brisk, and prices are somewhat unsettled. Discounts are: Common bolts, 3-16, ¼, ⅜ and 5-16, 70 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.: machine bolts, 70 per cent.; coach screws, 77½ per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb. Terms and deliveries as before.

BRASS BUTTS — Business is quiet and prices unchanged. Discount, 17½ per cent.

RIVETS AND BURRS—Trade is quiet. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE — Although figures are quotably unchanged, prices are, it appears, being shaded for quantities. Trade is not very active. We quote: Sisal, 7-16 in. and larger, 5¼c.; ¼ and 5-16 in., 6¼c.; ⅜ in., 5¾c.; 3-16 in., 6¾c. Manilla, 7-16 in. and larger, 6⅞c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅞c.; 3-16 in., 8⅜c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — Businesss is much about the same as a week ago. Discounts 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—The demand is moderate. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

HARVEST TOOLS—Trade continues good. Grain cradles are now being asked for. Discount, 60 and 10 per cent.

SPADES AND SHOVELS—Orders chiefly for the cheaper grades are coming in freely. Discount, 45 per cent.

BUILDING PAPER — The demand is not as good as it was last week. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Business is fair. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—A falling off in the demand is reported in both graniteware and tinware.

MILK CAN TRIMMINGS — Occasional orders are still being received; also for made up cans. The season, however, is pretty far advanced.

HINGES — The demand is good. We quote: Screw hook and hinge, 6 to 10 inch, $3.40 to $3.50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—The assorting trade is only fair and is principally in pocket knives. There is a fair demand for Jubilee cutlery, and there is not likely to be enough to supply the demand.

SPORTING GOODS—Are still dull.

SCREEN DOORS AND WINDOWS—Trade is not as brisk as it was, but there is still a good business being done.

POULTRY NETTING—Business is still fairly good, although not as active as it was. Discount, 67½ per cent.

GREEN WIRE CLOTH—Orders are still,

as a rule, for small quantities. We quote : $1.35 per 100 square feet.

GARDEN HOSE—A brisk trade is reported. We quote : Standard brands, 72½ per cent.; "Competition," or "Trade," 77½ per cent.

CEMENT—Business has been quite brisk. We quote in car lots: Canadian Portland, $2.40; English do., $2.50; Belgian do., $2.50; Canadian hydraulic cements, $1.10; calcined plaster, $2 per barrel.

PLUMBERS' SUPPLIES—Trade on country account is steady, but there is not a great deal doing in the city.

METALS.

A few lines, notably copper, are a shade easier. Trade is, on the whole, fairly good.

PIG IRON—No enquiries are being heard of. Our quotations are nominally unchanged. Quotations, Toronto, are : Southern soft, $15.50 for No. 1, and $15.15 for No. 2 ; Southern foundry, $15.75 for No. 1; $15.25 for No. 2, and $15 for No. 3; Hamilton iron, $15 for No. 1.

BAR IRON—Business appears to be as dull as ever, with the base price nominally $1.45 to $1.50.

SHEET STEEL—Trade is only fair. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25 ; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—As in sheet steel, trade is only fair. We quote as follows : 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON— The improved demand noted last week has been maintained. Shipments from stock are numerous, and fairly well divided between English and United States iron. We quote : Queen's Head (case lots), 16 gauge, 3⅞c. ; 18 to 24, 3.75c.; 26, 4c. ; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75 ; 26 gauge, $3.20 to $3.50 ; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON —Stocks are low. This is general at this time of the year. Jobbers are experiencing some difficulty in supplying the demand for all sizes and gauges. We quote as follows : Up to 20 gauge, $5.50 per 100 lbs. ; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7 ; special cut sizes, 4¾c. ; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—The demand for lead pipe continues fairly good. We quote : Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps,

EFFICIENT
DURABLE
UNIFORM
RELIABLE

NICHOLSON

FILES

NICHOLSON
FILE CO.
Providence, R.I., U.S.A.

The Marlin Repeater

Model 1894

Has a Solid Top Receiver and Ejects at the Side.

It is at once the safest and most convenient, while also combining in a superlative degree the essentials, **strength and simplicity**, owing to the fewness of parts and the consequent general solidity. It is of course made in all styles. Two popular calibres are the

AND

These are two of the sizes of the Model 1894. All lengths and styles of barrel and magazine. Regular and Take Down. Send for catalogue to

THE MARLIN FIRE ARMS CO.

For Sale by all Jobbers. NEW HAVEN, CONN., U.S.A.

To Whet a Scythe...

properly requires a good Scythe Stone.

Pike's BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND

are positively ***Scythe Stones*** the best on earth.

Pike's Lily White Washita OIL-STONE has no equal for mechanics' tools.

WRITE FOR PRICES

The Pike Mfg. Co., Pike Sta., N.H.

discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Business is moderate. Discount, 60 and 10 per cent.

PIG LEAD—Trade has been fair, but devoid of any special feature. We quote : 3½c. in ton lots and 3⅝c. in small lots.

INGOT TIN—A good trade is being done and prices are easier. We quote 15¾c.

INGOT COPPER—Prices are also lower in this line, large lots being quoted at 12¼c. and small lots at 12½c.

SHEATHING COPPER—This has not been moving in large quantities. Prices are lower. We quote: Case lots at 14¾c., and smaller quantities at 15¼c., according to number of sheets.

IRON PIPE—Prices are still somewhat unsettled, and quotations can be shaded about 5 per cent. on some sizes. We quote per foot net : Wrought, ¼ to ⅜-inch, 1⅞c; ½-inch, 2⅜c.; ¾-inch, 2⅞c.; 1-inch, 4c.; 1¼-inch, 5¼c.; 1½-inch, 6¾c.; 2-inch, 9¼c. Galvanized, ½-inch, 4c.; ¾-inch, 4¾c.; 1-inch, 6¾c. ; 1¼-inch, 10¼c. ; 1½-inch, 11½c.

BOILER TUBES—Quiet and unchanged. We quote : 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Business is fair. We quote : Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75 ; copper, 30 gal., $22 ; 35 gal., $26 ; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Shipments from stock are light, but import orders are being freely booked. We quote : Half-polished, 52 sheets, $2.50 ; and all-bright, $3.

TIN PLATES — Business is good and prices firm. We quote : Cokes, $3.15 for 14 x 20 ; do. squares, $3.25 to $3.50; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN— Business is quiet. We quote : ¼ in., 4⅝c.: ⅜ in., $3.70 ; ½ in., $3.25. Large quantities can be shaded.

SHEET ZINC—Has been moving freely for this time of the year. Prices are firm. We quote : Cask lots, 5¼c. ; small lots, 5½c.

TERNE PLATES—Stocks are still light. We quote : I C, $6 ; I X, $8.

ZINC SPELTER—Dull. We quote : Imported, 4¾c. in ton lots, and 5c. in smaller lots.

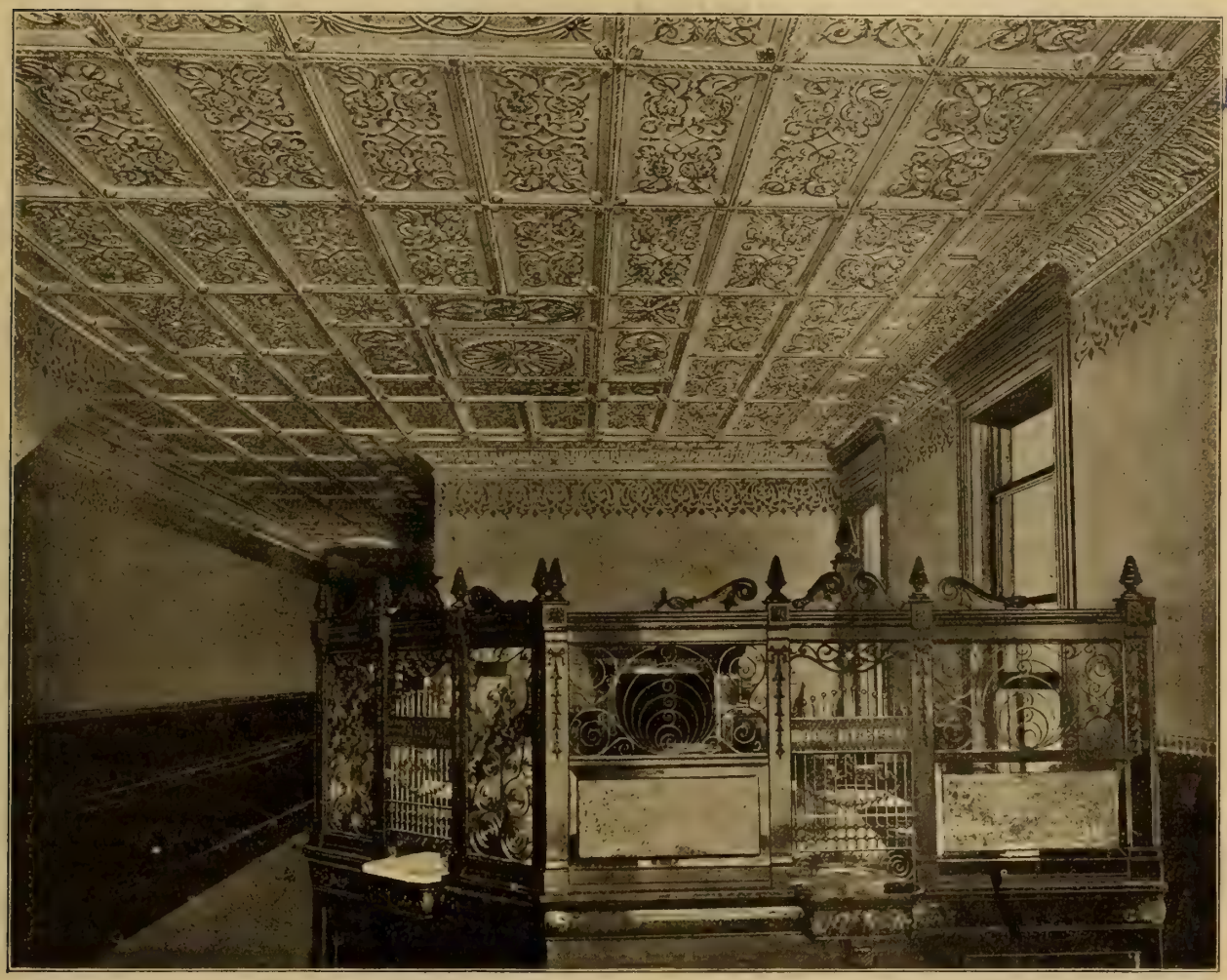
SOLDER— Business continues good. We quote : Standard, 10½c.; strictly pure, 11c.

METAL CEILINGS

We manufacture a great variety of designs, suitable for all purposes. . . . . .

HAVE YOU GOT OUR CAT. ?

RETURNED
JUL 17 189



MOST COMPLETE, IS IT NOT ?

Live Agents Wanted in Unrepresented Districts

WRITE FOR TRADE DISCOUNTS

THE PEDLAR METAL ROOFING CO.

HEAD OFFICE AND WORKS

OSHAWA

Largest Manufacturers of Sheet Metal Building Materials under the British Flag.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

Business continues dull. The lowering of the tariff has not yet set a definite price on iron. Rubber has taken another slight drop. We quote as follows: Agricultural scrap, 40c. per cwt.; machinery cast, 42½c. per cwt.; stove cast scrap, 25c.; No 1 wrought scrap, 40 to 45c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3 to 3¼c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

The business in glass since the price has been left open has decidedly improved. However, there has been a cut of 10c. in 50-foot boxes and one of 20c. in 100-foot boxes. We quote window glass: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto, Hamilton and London.

PAINTS AND OILS.

The volume of trade continues of a full, steady character and makers and jobbers express satisfaction with the turn-over, and hope the briskness will be well maintained for several months. On the Paint and Oil Exchange Mr. George Anderson, of the Royal Oil Co., was the recipient of hearty congratulations on his appointment as trade commissioner to Japan. Red lead is wanted, and further arrivals are anxiously looked for at hardening prices. White lead is still in good request, and there is a feeling that more lead is selling for local painting in Toronto than for some years past. Oils and dry colors are meeting with good distribution, and ready mixed paints are without feature. Paris green is selling more freely, and the stocks which were carried over are rapidly becoming disintegrated. Shellac varnish is higher in sympathy with high figures for the gum. Turpentine has been reduced 2c per gallon and is now at the lowest point on record.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

SEAL OIL—Is quoted at 5½ to 6c. and yellow seal at 4¼ to 5c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; Boiled, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 42c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal are 2c. less than the above.

HIDES, SKINS AND WOOL.

HIDES—Firm, with no changes during the week. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS—Market brisk, with a rise in prices: No. 1 veal, 8 lbs. and up, 9c. lb.; No. 2, 7c. Deatons, from 30 to 35c.; culls, 15 to 20c. each. Sheep skins, $1.25 to $1.35; shearlings, 15 to 20c. each.

WOOL—Owing to the delay in the passing now is 21c., which may be changed any moment. Unwashed, 12 to 13c.; tub-washed, 19c.; pickings, 9c. We would advise caution in bringing wool.

PETROLEUM.

Since last issue the oil market has undergone no change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Ingot tin is ¼ to ½c. per lb. cheaper.

Ingot copper is ⅜c. per lb. and sheathing copper ¾c. lower.

The price of wire nails has been increased to $2.04 in carload lots and $2.15 in smaller quantities.

M. & L. Samuel, Benjamin & Co. received another shipment of "Jubilee" cutlery on Wednesday.

H. S. Howland, Sons & Co. report that their sales of the "Triumph" corn planter this season have exceeded their expectations.

The hardware stock of G. W. Smiley, of St. Thomas, valued at $2,000, was bought by the Stacey Hardware Manufacturing Co. at 48c. on the dollar.

A letter received in Toronto this week, from the Customs Department at Ottawa, gives the duty on emery paper at 25 per cent, and on sand paper at 35 per cent.

One of the leading wire companies in the United States has notified the trade in Toronto that no more orders for wire and wire nails will be accepted at the old figures.

Turpentine has been reduced 2c. per gallon, being now quoted at 40c. f.o.b. Toronto, Hamilton and London, and at 42c. at outside points. The price now obtaining is the lowest on record.

The Jas. Robertson Co. have lately received a large shipment of portable gas tubing with patent rubber and brass ends, to be used for lamps, etc. A large quantity of these have already been disposed of. The same firm reports a growing demand for paints, etc., and a particularly brisk trade in plumbing supplies.

UNITED STATES MARKET.

NEW YORK, May 28, 1897.

PIG TIN—The firm tone that has prevailed for some little time past remained unbroken, in the absence of important addition to supplies here or disturbing advices from any of the foreign markets. Round lots of Straits could have been purchased at little if anything below 13.55c. on dock, or 13.60c. f.o.b. Some sales were made at those figures. The movement of tin into consumption continues fairly large, but speculation remains virtually dead in this market, although very much alive in London.

COPPER—Quotations are being held up very stiffly on spot stock, but indications are not wanting that buyers could secure future deliveries at ¼c. under the extreme highest figures, and that orders are not meeting expectations. Still a considerable amount of copper moves out in one direction or another, and the undertone of the market is strong, as could be expected under present heavy supplies. The range of prices quoted was 11 to 11¼c. for Lake Superior ingot, 10⅝ to 10⅞c. for electrolytic, and 10½ to 10¾c. for casting stock.

PIG LEAD—Dealings were slightly larger and the market showed firmer tone under the influence chiefly of stronger Western advices, together with slight revival of speculative interest. Probably 200 to 300 tons common were sold at 3.25c., which price was considered a strictly inside one at the close. London cable was £11 18s. 9d. for soft Spanish.

SPELTER—There is no particular life to business here, but the situation at primary points remains strong and prices are held

firmly at about 4.20 to 4.25 for ordinary Western. London cable was £17 1s. 3d. for good merchant brands.

ANTIMONY—The market is quiet, with prices at 6¾ to 7¼c., according to brand.

TIN PLATE—Those manufacturers who very recently conferred in Cleveland agreed to continue their combination, and advanced list prices more or less. The nominal advance was about 15c. per box. Some manufacturers seem to be ignoring that list. In any event, sales are being made at our quotations, and even at less, and some parties have very recently taken orders for delivery during midsummer, if, indeed, not further ahead, at prices that would hardly be equal to the parity of $3.20 here for ordinary 100-pound Bessemer cokes. In short, the "combination" finds opposition of no insignificant character, and that, too, in the face of a reported gentlemen's agreement between the "combined" manufacturers and some prominent New York dealers. To-day's business at the "cut" prices was the largest that has been effected for some time past. Foreign plates are selling in a retail sort of way only, and mostly at prices in line with our quotations.

ALUMINUM STEEL FOR SAWS.

A WELL-KNOWN manufacturer of saws issues a hand book to lumbermen wherein the qualities of aluminum steel for band saws are thus discussed.

"Of all the metallic alloys, steel is at once the most important, and the most easily produced, its malleability, ductility and plasticity when heated, rendering it easy to fashion to any required shape, while its strength, hardness, elasticity and tenacity, when cold, give it a superiority over all other metallic substances. But this highly useful substance, even in its most carefully made and most expensive qualities, was not without defects, and these defects were of the most serious character; the more so as they generally defied detection in the production and manufacture of the steel itself, and developed only in the finished article, often when in use, frequently at the most inopportune moment, and always causing serious inconvenience and loss to all concerned. These defects arise from what are called blow-holes, sponginess or honeycombing, all of which are formed in the interior of the original ingot at the time of casting, and from the nature of their position are generally undetectable. To overcome these defects and produce solid ingots has been the aim of every steel maker from the time of Tubal Cain to the present day. But all attempts had been equally unsuccessful until the introduction of the "aluminum process." By the addition of a small quantity of this metal to the molten steel in a particular manner, known only to a few, the steel ingots are rendered at once sound and completely freed from blow-holes, sponginess and honeycombing, thus freeing the steel from those great defects which had so long detracted from its usefulness and increased its cost. Not only are sound ingots produced by the "aluminum process," but the steel itself is materially benefited thereby, its strength, its tenacity and its durability being at the same time largely increased."

Saws and files are now made largely of aluminum steel, and the makers say that the process has helped to make the saws famous."

PERSONAL MENTION.

Mr. Geo. Glenny has severed his connection with P. D. Dods & Co., Montreal.

Mr. Robt. Bremner, one of the Canada Paint Co.'s western representatives, was in Toronto on Thursday.

Mr. Geo. Anderson, of the Royal Oil Co., Toronto, has been appointed by the Dominion Government to visit Japan for the purpose of investigating the possibility of extending our trade relations with that country.

DECLINE IN SEAL OIL.

Speculation has commenced in new seal oil and in accordance with the reports predicting a large yield in Newfoundland much lower prices are offered in Montreal. In fact, the product has been sold short as low as 37½c., and actual sales of 100-bbl. lots have been made at 39c. This is a slump of 10 to 12c. from the jobbing basis ex store last week.

HOW THE BOY WENT WRONG.

I've got a letter, parson, from my son away out west,
An' my ol' heart is heavy as an anvil in my breast,
To think the boy whose futur' I had once so proudly planned
Should wander from the path o' right an' come to sich an end!
I told him when he left us only three short years ago
He'd find himself a-plowin' in a mighty crooked row—
He'd miss his father's counsels, and his mother's prayers, too,
But he said the farm was hateful, an' he guessed he'd have to go.
I know thar's big temptation for a youngster in the West,
But I believed our Billy had the courage to resist.
An' when he left I warned him o' the ever-waiting snares
That lie like hidden serpents in life's path-way everywheres.
But Bill he promised faithful to be keerful an' allowed
He'd build a reputation that 'd make us mighty proud.
But it seems as how my counsel sort o' faded from his mind,
An' now the boy's in trouble o' the very wustest kind!
His letters came so seldom that I somehow sort o' knowed
That Billy was a trampin' on a mighty rocky road,
But never once imagined that he would bow my head in shame,
An' in the dust 'd waller his ol' daddy's honored name.
He writes from out in Denver, an the story's mighty short;
I just can't tell his mother; it'll crush her poor ol' heart;
An' so I reckened, parson, you might break the news to her—
Bill's in the Legislatur', but he doesn't say what fur.—Ex.

: : YOU MAKE MONEY BY SELLING : :

Cavalier and Pelham Bicycles

Search Light Lamps, Christy Saddles,
Standard Cyclometers, Etc.

CAVERHILL, LEARMONT & CO. - MONTREAL.

SOLE CANADIAN AGENTS.

Plumber and Steam-Fitter

AT this season the plumber's work seems to be confined to the fitting up of buildings that are being overhauled and repaired, for few, if any, of this year's buildings are, as yet, ready for the steam fittings, plumbing, etc. Not even has each business its summer's work cut out. For the few erections that are being made, tenders are now being sent in, and we shall soon be able to announce the successful tenderers.

The Bennett & Wright Co., Ltd., have, as usual, secured a large percentage of the city work. Among the contracts they have obtained are the plumbing, heating and lighting of the following: Dineen's new building, a house on Spadina avenue for Mr. John Wanless, two houses on St. George street and one on Spadina road for Mr. A. Nelson, a house on Elgin avenue for Mr. J. H. Hammill, and a magnificent house for Mr. W. E. H. Massey in Dentonia Park Farm.

HOT WATER HEATING.

It is difficult to lay down hard and fast lines that will apply equally to the heating of every description of building Greenhouses and residences may not be heated to the same temperature, or by the same apparatus. The hot air in some plain buildings would destroy the ornamental work in churches, operas, etc. Hence comes the difficulty which Mr. Jones has tried to overcome in his Hot Air Manual. In preparing his work the object of the author (a heating apparatus manufacturer of some repute in England) was to lay down some workable, well-defined rules to take the place of the thumb practices commonly prevailing.

The book itself is a series of articles that were published in England and collected by the author into one volume for the American trade. He looks at the heating of a building from a physicist's standpoint, and to a person who understands a little mathematics and physics the work is interesting, while to any person who wishes to learn anything on the subject it is instructive.

In the introduction Mr. Jones considers the advantages and the disadvantages of the hot air method of heating over the hot water method, and comes to the conclusion that the latter outweigh the former.

The book throughout is a thorough consideration of modern appliances for this universal necessity. It contains 96 illustrations of boilers and general heating apparatus, with explanations thereto. Most of the common topics in regard to heating, such as means of preventing fires, are also discussed. He discusses in their turn the means of heating residences, large public buildings, and such places as green-houses. He treats the bath apparatus, hot water supply for public institutions, radiators, laundry drying stoves, swimming baths, etc.; in fact, the whole book is 220 pages of facts put in an interesting, instructive and yet scientific way. The index appended is a vital necessity in such a work. The Manual is issued by the American Artisan Press, Chicago.

CHEAP PLUMBING.

Stop this talk about "something just as good" for $5 less; don't try to dispose of cheap stuff if your customer can afford to pay for first-class goods; try to raise the character of the work and quit disparaging what a manufacturer has, says Plumbers' Journal. Suppose $50 is asked for a water closet outfit by a manufacturer and you make $12 on it, that is about 33⅓ per cent. profit; not so bad when you often knowingly take contracts at cost or possibly 10 per cent. profit. You can feel quite confident that when a responsible maker's name appears on this combination you are giving your customer value for value and always have a guarantee behind you. What of it if the manufacturer makes 25 per cent.; does that injure you any? Surely you are not envious of his making a profit, especially if you also make a substantial amount? I have always found it eminently satisfactory to accompany a customer, let him see all styles and kinds of goods, learn prices and fully understand what each and every article is, what it will do and how it does it.

Circumstances alter cases, hence, when you are asked to put in, say a water closet to cost you $15, you can, no doubt, fill the demand from your stock; same with a cheap bath, but even then, by showing a full line of goods a man will often pay more on observing the difference in quality, operation, etc. As I've said before, don't be afraid to let people see what there is. Education will do them good and benefit you immeasurably. The more your customers know, the better work will they demand. Here's a recent experience, demonstrating this fact. A gentleman wanted a water closet; I showed him one at $30, he thought it high, so I told him if regular earthenware would satisfy him the cost would be $4 less. Then I enlightened him as to what the difference between vitreous and ordinary ware was; next, that if a syphon tank would do I'd take off another $5; I showed him the principle of the tanks and explained why the difference in cost. Well, he bought the $30 water closet and got the best of its kind for the money, is well pleased, became interested in plumbing questions in general and is a bang-up, good customer now.

SPLITTING PIPES.

I am constantly hearing complaints about cast iron pipe splitting under the water test, and I know that much of the pipe on the market cannot be at all relied on. Extra heavy pipe is all right, but when it reveals a tendency to split under 40 pounds pressure we ought to take steps to save ourselves the expense and annoyance of having to replace this supposedly first-class pipe. The present laws require that we make a job thoroughly strong and tight, but they do not care how many lengths split and have to be changed nor what it means to the plumber.

A Chicago master plumber recently spoke of the bad cast iron pipe on the market and suggested that all pipe be subjected to a pressure test of 800 pounds to square inch by the manufacturer and sold with a guarantee. He is right, except that I think such a test entirely too great; let it be 300 pounds, (that will be about six times more than any test it is liable even to be put to),

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

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Paint and Varnish Works

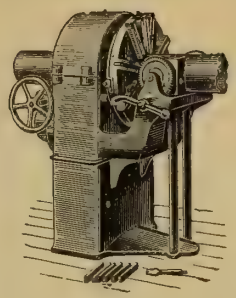
. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

Armstrong Pipe Threading AND CUTTING-OFF MACHINES

(Hand or Power).



Armstrong Adjustable Stocks and Dies, Vises (hinged, Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St. Bridgeport, Conn.

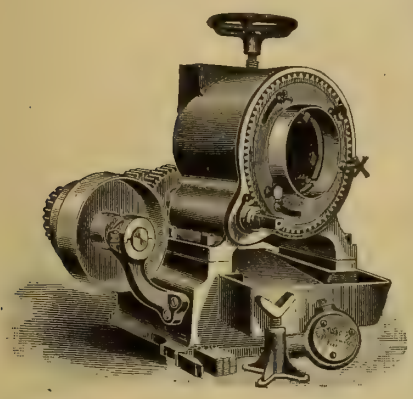
CURTIS & CURTIS

No. 23 Garden St.
Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

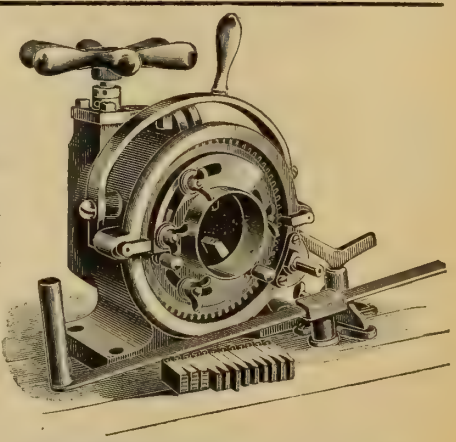
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ¼ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

Assistant Wanted

An energetic young man, having a good practical knowledge of Plumbing, Steam-fitting and Gas-fitting to write for that department of HARDWARE AND METAL, and to solicit subscriptions and advertisements. Apply

Managing Editor

MacLean Publishing Co., Montreal

PLUMBERS' SUPPLIES

IRON PIPE AND FITTINGS

BLACK AND GALVANIZED

SPECIAL PRICES.

Ontario Lead and Barb Wire Co. Ltd., Toronto

BRANCHES

HAMILTON
(Hamilton Barb Wire and Nail Co.)

LONDON
(Western Wire and Nail Co.)

and plainly stamped with the maker's name and test it has undergone at his factory.

I already hear a gentle scared exclamation—"Oh, don't do it, that will raise the price of pipe!" Yes, it will, and that cannot but do good—it will help us all. Let prices go up, the higher the better, there is no surer sign of prosperity than high prices and nothing that so positively shows dull, hard times as low prices. Great Jehosophat! look at present prices and where are we?—Down, way down—but hopeful!—Plumbers' Trade Journal.

PLUMBING AND THE TRADE SCHOOL.

IN The Pratt Institute Monthly for April there appeared the following article on plumbing and the trade school by John Todd, who is an inspector of plumbing in the city of Brooklyn, and who is also the instructor in plumbing at the Pratt Institute :—

One of the vital questions of the day is the practical and correct sanitation of our dwellings. That spectre of the nineteenth century, "sewer gas," is ever in our imagination, and can be laid only by perfect confidence in the intelligent arrangement and the sound execution of our plumbing. To secure this result, it is necessary that we have plumbers conversant with the various forces at work in the network of drain pipes, sewer pipes and soil pipes which lead from the basins, sinks and closets within the house to the common sewer.

The work of the trade schools in the last ten years has done much to make this possible. To the ordinary mechanic looking back over these years the rapid strides made by the schools in this direction have been almost a source of wonder.

At the early efforts of these schools the journeymen and masters were at first inclined to scoff, and refused even their moral support to the undertaking. The subject of the experiment, the apprentice or helper who was intelligent and ambitious enough to grasp the hand stretched forth to help him out of the old rut, ran the risk of becoming an object of ridicule and a butt for his fellow workmen. The average mechanic looked with suspicion on any method of learning the trade but the one in vogue in the different shops. To such an extent was this feeling carried that strong measures were undertaken to prevent the intrusion of the trade school graduate into a shop.

But as in all other walks of life the progressive man outstrips his fellows and forges ahead, so has the successful trade school graduate made his worth felt in this particular field. Unsolicited now are the many favorable notices in trade journals, the visiting committees, and the visits of the individual tradesmen to the classroom.

The trade school cannot make the mechanic, any more than the court room can make the lawyer, or the college the scholar.

WINDSOR (ONT.) MASTER PLUMBERS' ASSOCIATION.

J. Le Heroux. M. A. Brian. M. B. Squires. Jas. Pennington.
Robt. Paddon. S. M. Christie. H. Medows. J. Pauen.

What the trade school does for the pupil is to put before him the solution of the numberless problems in sanitary science, scientific and practical, that present themselves. It is, in fact, the search-light that illuminates the dark places for the ordinary plumber.

The trade-school graduate, trained by systematic talks to an appreciation of the scientific and technical facts, approaches any special set of conditions with confidence, and works with intelligence and directness towards their solution. He knows not only how, but also why.

The last national convention of master plumbers was held in Cleveland, Ohio, (20 states being represented), June 2, 3 and 4, 1896.

It was there shown that the trade schools were doing an admirable work, and progressive associations were urged to use their influence in establishing as many such schools as possible. It was asserted that the time had come when only young men of ability and intelligence, fitted by past education and training, should be taken into the trade; that in order to discharge the important duties devolving upon them, the plumbers of the future should be among the most able and intelligent citizens; that the care of the master plumber of the present day should be to select as his successor only him who is best fitted to uplift the craft in the future; and that to these ends the trade school should be supported and encouraged in every way possible. By the above statements of the national convention, it is plain to be seen that the trade school has to a large extent lived down the prejudices of practical men. The unions themselves now no longer occupy a position of hostility toward the schools, but recognize that they are a necessary product of the times, and that they are working for the best good of the trade.

When the house is left vacant for any considerable time, say a month or more during the summer, the fixture traps all through the house should have the water drawn out of them and then filled with glycerine. Glycerine will not evaporate like water, and consequently the traps will maintain their seals for an indefinite time. If the traps are not sealed with some non-volatile liquid the seals will be lost by evaporation and sewer gas will certainly flow freely into the building. Your idea is perfectly correct, and glycerine is what you want, but be sure to drain it out before turning on the water again.—Plumbers' Trade Journal.

S. Meadows, plumber, Toronto, has assigned to T. H. Pearce. The estate is a small one.

Phoenix, $100 list

Erie, $75.00 list

Myers' Bicycle Stands, $1.00. Myers' Home Trainers, 80 cts.

WRITE FOR CATALOGUES AND DISCOUNTS.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

Wholesale Agents

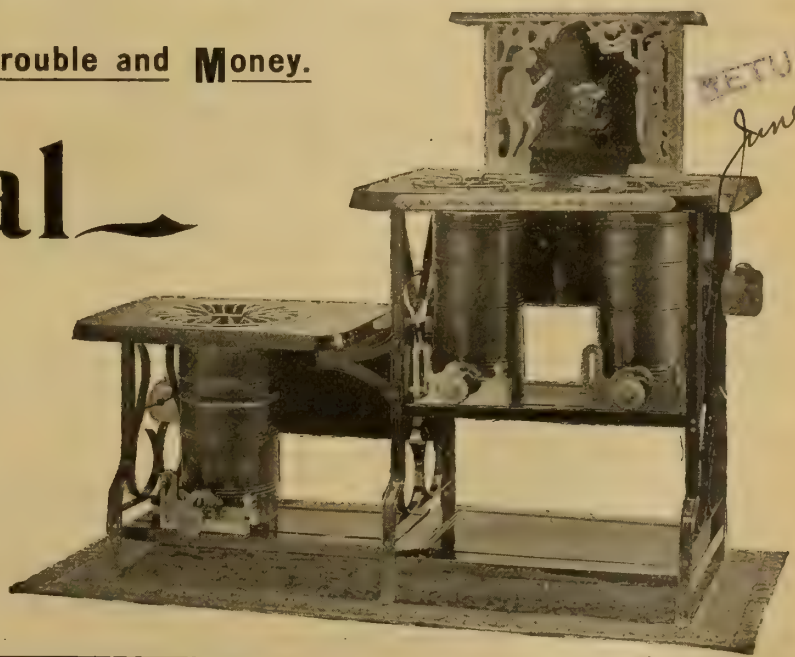
30 Front St. West TORONTO.

BLUE FLAME OIL COOKS...

No time lost selling.
No trouble running.
No money lost using.

...Save Time, Trouble and Money.

The National



The most substantial stove of the kind in the market.

Connections from Tank to Burner are of Cast Brass. No soldered joints to come loose and leak.

They work automatically, and give perfect satisfaction.

WRITE FOR CATALOGUE.

The D. MOORE CO. Ltd., - HAMILTON.

SOLE CANADIAN AGENTS.

CATALOGUES, BOOKLETS, ETC.

METALLIC ROOFING CO.'S CATALOGUE.

THE annual catalogue of the Metallic Roofing Co. has just come to hand. The progress of this firm, under the management of Mr. J. O. Thorn, is signalled by the large and attractive work just issued. It comprises about eighty large pages of coated paper, set off by a rich drab and gilt embossed cover. It contains illustrations of all their latest patterns for ceiling plates, wainscotting, centre-pieces, side-walls, friezes, cornices, etc.

Their latest productions in corrugated and beaded work for ceilings and fire-proof doors are also illustrated. In the last few pages are produced photographic illustrations of some of the principal buildings in which their goods have been placed.

It is, therefore, advisable for the trade to send for this catalogue of embossed steel ceiling and side-wall decorations. With one of them at hand, the way for securing an order would be made easier. An agreeable surprise is in store for those who see the latest designs in these fittings, which are gradually winning their way into use in private residences as well as in operas, churches, etc. The many advantages of their use as a modern substitute for wood lie in the fact that they are light, fire-proof, healthy, and yet artistic.

STORE SIGNS.

If merchants only knew how much custom they lost owing to their lack of a large sign they might, perhaps, regard the expenditure of a few dollars in such an article as a good investment. Strangers often see a progressive firm's advertisement in a paper, and, noticing something advertised of which they are in need, they go to town as would-be customers of that firm.

Owing to the absence of a noticeable sign they inquire of the first merchant they come to as to the whereabouts of Mr. Somebody's store, telling him at the same time why they want to see him. This merchant is in the same line of business and, of course, does not fail to grasp the opportunity of being ignorant of the existence of Mr. Somebody and of selling his own goods.

Unless Mr. Somebody owns the first store a stranger can come to, he ought to have a large sign decorating the front of his place of business.

NEW COMPANIES.

The Ottawa Gold Milling and Mining Co., (Ltd.), has obtained its charter.

The American Bail Nozzle Co., of Toronto, (Ltd.), has obtained its charter.

The Willow Creek Gold Mining and Development Co., of Brantford, (Ltd.), has obtained a charter.

A mining company, under the style of The Golden Prince Mining and Development Co., of Algoma, (Ltd.), has been formed at Wroxeter, and has obtained a charter.

THE CANADA PAINT CO., MONTREAL
THE CANADA PAINT CO., TORONTO
THE CANADA PAINT CO., VICTORIA

Makers of
Oxide
Stains
Japans
Graphite
Varnishes
Vermilion
Dry Colors
Coach Colors
Ready-Mixed Paints

The Canada Paint Company (Ltd.)

Ship quickly all orders received by

Letter
Traveller
Telegram
Telephone

Manufacturers to the jobbing trade, and large distributors.

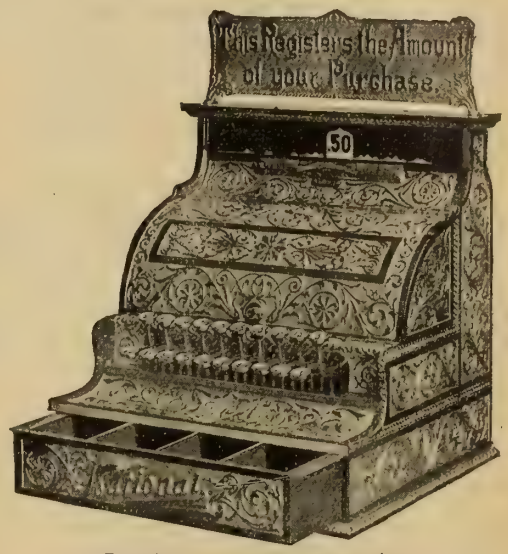
THE CANADA PAINT CO., MONTREAL
THE CANADA PAINT CO., TORONTO
THE CANADA PAINT CO., VICTORIA

Don't Trust Imitators!

Firms who openly acknowledge that they are manufacturing machines copied directly from the product of another concern do not deserve the confidence of the people. The imitation is never so good as the original.

The National Cash Register Company manufactures nothing but cash and autographic registers. It makes and sells over 90 different kinds and sizes, ranging in prices from $10 to $375.

It has sold cash registers in Canada for the past ten years. It maintains a perfect organization and employs 1,300 people, who are experts in their lines of trade. So intricate and delicate are the parts of a cash register that it requires the experience of years of hard study and the assistance of the most perfect tools to make one successfully.



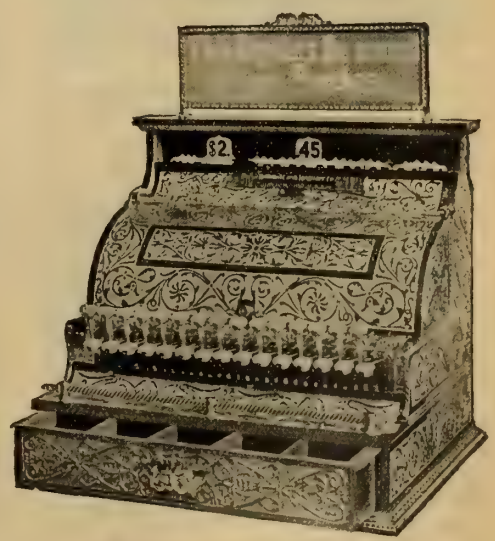
No. 301 1-2 Detail Adder—$55.

No. 302 Detail Adder—$65.

Over 160 companies who have entered into the cash register field have failed because they lacked sufficient capital to maintain an organization and to secure the machinery and workmen necessary to manufacture a perfect cash register.

The National Cash Register Company is the only firm that sells the latest-improved total-adding cash registers in Canada.

Send a postal card to any of the addresses named below and one of our salesmen will call and talk the matter over with you. The National Cash Register Company, Dayton, Ohio, U. S. A. Offices: 6 Rossin Block, King Street, W., Toronto; 1685 Notre Dame Street, Montreal, and Vancouver, British Columbia.



No. 303 Detail Adder—$80.

We have on hand a number of detail-adding registers made in imitation of ours by the Hamilton Brass Company, of Hamilton, Ontario, which we wish to get rid of. We will sell these registers at one-half the list price of the Hamilton Brass Company.

MACHINERY DEPARTMENT.

THE FASTEST VESSEL AFLOAT.

IT is a great triumph for the "rotary impact" form of steam engine that the first one of this type fitted to a steamship should have driven it at a speed far in excess of the world's record, yet this is what has recently been achieved by the engines of the torpedo boat Turbinia.

The little vessel of 100 feet in length, 9 feet beam and 44½ tons displacement was built at Newcastle, Eng., specially for a marine trial of the compound steam turbine designed by the Hon. Charles Parsons, whom we have heard so much about lately in connection with recent test made with his steam turbines.

The Parson turbine utilizes the steam in the three stages, and has shown remarkable economy, an engine of this type, which is at work in the electrical works, Cambridge, Eng., having achieved a consumption of 15.1 pounds of steam per indicated horse-power per hour.

The Turbinia was first fitted with a single engine and screw, and in the trial the "cavitation" or vacuum formed behind the propeller was such that very disappointing results followed. The single turbine was removed and replaced by three separate turbines directly coupled to three screw shafts, the turbines being respectively the high pressure, intermediate and low pressure, elements of a triple expansion engine. The results were truly remarkable, a speed of 29.6 knots being realized. After further experiment to determine the proper pitch for the screws, a series of trial runs were made on April 1 of this year, when a mean speed of 31.01 knots was obtained. The particulars of the run were as follows.

Revolutions of engines (mean) ..	2,100
Steam pressure	200 lbs.
Thrust H.P., calculated	946
Indicated H.P., "	1,576
Consumption of steam per indicated H.P per hour.....	15.86
Indicated H.P. per ton of total machinery	72.1

Nine days later the Turbinia realized a speed of 32.75 knots, thus surpassing the world's record by about a knot and a half. This is equivalent to 37.75 miles per hour, or equal to the average speed of many so-called express trains. For the above we are indebted to The Scientific American.

MANUFACTURING NOTES.

A stick of timber 119 feet long and 22 inches square, without a knot or blemish, was cut in a mill at Hoquiam, Wash., recently.

Mr. H. A. Lozier, the bicycle manufacturer, says: "When the season (1896) opened 210 firms in the United States were competing with each other in the trade, of which 135 failed or went out of business during the year, leaving the field open to 75. These firms turned out 900,000 bicycles."

A royalty of $26,000 was paid by the British Government for each of the ships Powerful and Terrible to the owners of the Belleville boiler patents.

Some of the great manufacturers are now using iron or steel visiting cards. Those of Count Renard are said to be only 1-1000 inch thick, those of Baron Krupp 1-820 inch, and Count Horroch's are 1-640 inch.

It is announced that a number of Hartley compressed air-motor tricycles are to be put into service in Chicago for collecting and delivering mail matter.

The electrical works and laboratory of Mr. Harry Barringer Cox, at St. Albans, England, which were totally destroyed by fire on February 22nd, contained a valuable collection of electrical and other instruments, with the record of Mr. Cox's ten years research into the problem of the cheap direct conversion of heat into electricity. Every one of his experiments had been photographed, and all these photographs were lost. We understand that Mr. Cox had been attempting to make a thermo pile, which would be commercially practicable as a generator of an electric current.

The Paris Fire Brigade authorities are said to be quietly carrying out some trials with a hose van propelled by means of a petroleum motor.

Aluminum helmets have not proved entirely successful in the German army, the saving in weight being more than offset by the metal's storing heat, even to blistering the forehead of the wearers.

A NEW FORM OF TELEPHONE.

A Russian scientist, D. Kildischevski, has invented a new form of telephone of remarkable superiority. It is not necessary to place the ear near the receiver; the voice issues from a metallic funnel, and may be heard at some distance by several persons. Very little of its intensity is lost in transmission. In experiments, carried on between Moscow and Bosoft, on the Don, notwithstanding the 1,342 versts (870 miles), that separate these cities, the transmission of speech, songs and music was irreproachable. A large number of officers and functionaries were present at these experiments, and the official report highly commended the inventor.—L'Electricien.

A TWIST OF THE WRIST
AND YOUR CHAIN'S ADJUSTED.
Wolff-American
High Art Cycles
have the only perfect
ECCENTRIC ADJUSTMENT.
Single Models - $100
Tandems - - $150

REPRESENTATIVES:
Dorken Bros. & Co.
MONTREAL
DISTRIBUTING DEPOTS:
Montreal - J. Millen & Son
Halifax - DeWolf, Son & Co.
Ottawa - Graves Bros.
Toronto - Geo. B. Meadows & Co.
Hamilton - Hamilton Hardware Co.
London - Rogers Electric Co.
and all large centres.

"It's the Wick Does the Trick"
Wolff-American
High Art Cycles
Have
Self-Oiling Bearings.
REQUIRE NO ATTENTION — HOLLOW AXLE CONTAINS WICK HOLDING ENOUGH OIL FOR 1,500 MILES OF RIDING.
Duplex for Two Riders.
EASY TO RIDE, SIMPLE TO GUIDE.

Binder Twine

Warranted

PURE
MANILLA

650 ft. to the lb.

BLUE RIBBON
BLUE CROWN
STANDARD

RED CAP
RED CROWN
WHITE SISAL

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

IMITATED MAGNOLIA METAL.

SUGDEN, PAUND & WAGNER, London, Eng., formerly selling agents of Magnolia metal, were recently perpetually enjoined, together with the Atlas Metal Co., Ltd., of London, John Sugden, Max Wagner, Arthur George Brown, the Globe Engineering Co., Ltd., of Manchester, the Atlas Bronze Co., Ltd., and the Atlas Bronze Co., from continuing the fraudulent business of making an anti-friction metal and branding it with the trade mark of the Magnolia Metal Co., of New York, imitating their ingots, marking the boxes in which the metal is packed "Made in the United States," and otherwise deceiving and imposing upon purchasers of anti-friction metal in Great Britain and Europe. This judgment was delivered by Justice Collins.

An appeal was taken from the injunction above referred to. This appeal was tried before the Court of Appeals, Lord Esher presiding, and the perpetual injunction granted by Justice Collins was confirmed.

The Magnolia Metal Co., in writing to HARDWARE AND METAL, say: "It has come to our notice that parties in this country have attempted to perpetrate a similar fraud, and we now have one western firm in the courts over this matter, and we desire through your columns to warn the engineers and the general public, users of anti-friction metal, against these fraudulent attempts to pirate and appropriate the use of our trade marks and name of our metal."

Every bar of Magnolia metal bears the steel stamp of the magnolia flower and the impression of the steel die "Patented June 3rd, 1890" and "Manufactured in the United States," with the exception of the metal manufactured by this company in Russia, which bears the stamp of the magnolia flower and the words "Manufactured in Russia."

The London and foreign business of the Magnolia Metal Co. is now under the management of Mr. Chas. B. Miller, president of the company.

FAITH IN BUSINESS.

Faith in the foundation of business. It is an essential asset to every bank and mercantile house in existence. Many a thriving business and successful enterprise has been carried through dark days of reverse on no other capital; and without such capital the markets of the world would soon come to a standstill. I have known men whose ruin has been brought about by some little insinuation relative to their credit—the business equivalent for trustworthiness. The loss of public faith has brought the darkest reverses to the richest of corporations, and even nations have felt the ruin which it entails.—Moody.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

Do you want a

Boat Varnish

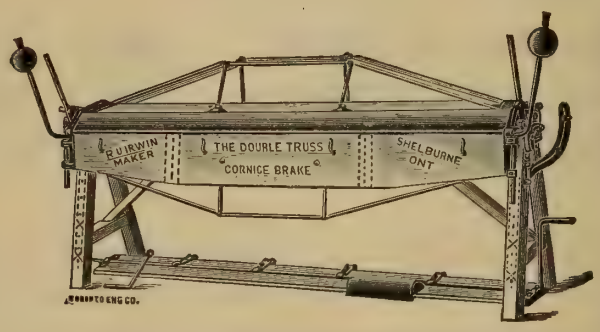
Which is Guaranteed Not to Turn White ?

If so, write us and discontinue supplying even the best grades of Carriage Varnishes for this purpose, as they are utterly unsuited. . . .

BAYLIS MANUFACTURING CO.

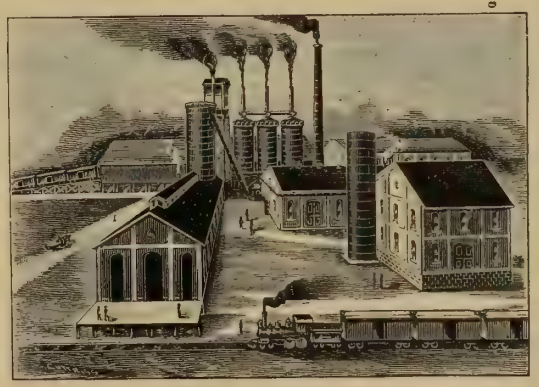
The oldest manufacturers of Varnishes in Canada

16 to 30 Nazareth Street, **Montreal**



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Flat

Our Flat Bridled Brush for Painters has imitators, but they are imitators only in name.

No bridle but ours has ever proved successful, when applied to a Flat Brush. "Prove it," you say. Yes—cheerfully, by giving you your money back if the brush is not as represented. Send for Illustrated Catalogue—it's free.

Brushes, Brooms, Woodenware.

Chas. Boeckh & Sons, Toronto, Ont.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

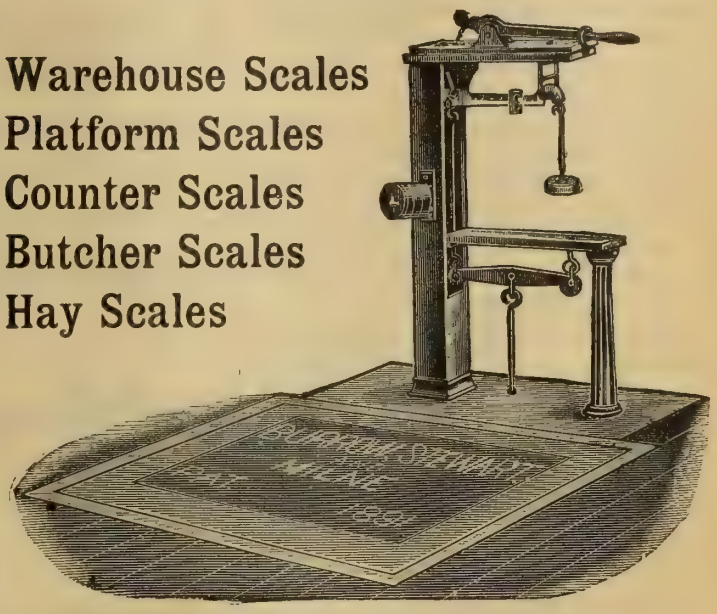
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales



We carry large stocks in Winnipeg and Montreal, and ship from these points.

Scales for all purposes, of every capacity, from 1 drachm to 100 tons.

Agents for Manitoba, Western Territories and British Columbia.

Merrick, Anderson & Co.,
WINNIPEG.

BURROW, STEWART & MILNE

MANUFACTURERS

Hamilton, Ontario.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.

W. L. Haldimand & Son,
MONTREAL

TORONTO PLATE GLASS IMPORTING CO.

WHOLESALE IMPORTERS OF

BUGLE BRAND WINDOW GLASS

Best prices on application for this celebrated brand of glass from **stock.**

Special Low Prices to import---summer and fall deliveries.

PLATE GLASS
BENT GLASS
BEVELLED GLASS
MIRROR GLASS
FANCY GLASS
STAINED GLASS
LEADED GLASS
SAND-CUT GLASS

135 and 137 VICTORIA STREET TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. Kadow, a harness dealer of Welland, has gone out of business.

J. C. Leclerc, general merchant, Quebec, is offering to compromise.

D. St. Amour, general merchant, Comber, has assigned to Robert Pinchin.

Neil McNeil, general merchant, St. Paschal, Que., is offering to compromise.

McLeod & Jardine, general merchants, Mount Stewart, P.E.I., have assigned.

W. Fry, general merchant, Sequin Falls, has assigned to E. J. Henderson, Toronto.

Leon Lambert, general merchant, Halifax South, has compromised at 70c. on the dollar.

Cottingham, P. Dickson & Co., of Montreal, dealers in paints and artists' materials, have assigned.

Simeon W. Croft, general merchant, Broad Cove, N.S., is offering to compromise at 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

P. Lemieux & Cie., saddlers, of Montreal, have dissolved.

Greenwood & Nash, painters, in Greenwood City, have dissolved.

The firm of Paquin & Germain, tinsmiths, of Montreal, has been dissolved.

Neelands & Timmons, blacksmiths, of Salmon Arm, have gone out of business.

Russell & Co., who have been carrying on a hardware business in Greenwood City, have dissolved. Russell continues.

Charles C. Hearle and John H. Bell, of Montreal, have formed a partnership to carry on business as boiler cleaners and manufacturers.

Wm. J. Harrison and David G. Harrison, blacksmiths, of Lennoxville, have formed a partnership to do business under the style of Harrison Bros.

H. L. Harrison and Sydney St. C. Jones have registered a co-partnership to carry on business at Belliveaux Cove as general merchants under the style of Jones Bros.

SALES MADE AND PENDING.

The stock of E. Desilets, general merchant, Grand Piles, Que., has been sold at 61c. on the dollar.

CHANGES.

Joseph Garneau has opened a general store at Pont Rouge, Que.

John McLeod, general merchant, Quartz Creek, B.C., has removed to Ymir.

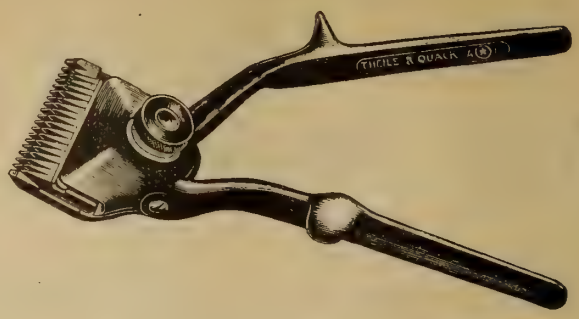
Marcus Taylor, general merchant, Mansonville, Que., is starting in business.

Patterson & Steeper, merchants, Nelson, B.C., have been succeeded by the Whitelaw Trading Co.

H. Sylvester & Son, hardware and paint merchants, of La Prairie, have removed to Montreal.

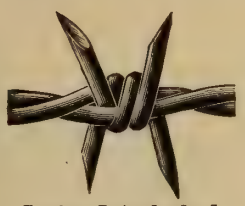
Wm. Parr, general merchant, Blackstock,

Toilet Clippers

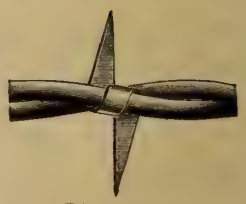


Lamplough & McNaughton
Sole Agents
MONTREAL

BEST GALVANIZED BARB WIRE

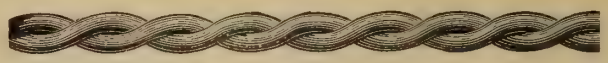

Cactus Interlocked

Genuine Glidden


Light Baker

4-point cattle has barbs 6" apart—hog 3" or 4" apart
2-point " " " 5" " — " 3" apart

Galvanized Cable



Fencing (No Barbs)

ALSO FENCE STAPLES AND WIRE NAILS. Annealed and Galvanized Smooth Fencing Wires, Annealed Baling Wire, Oiled Wire.
All products made direct from the ore under one management, and guaranteed equal in quality to any made.

Represented by
A. C. LESLIE & CO.
MONTREAL

OLIVER WIRE COMPANY
Pittsburgh, Pa.

"GOOD CHEER"
STEEL OVEN
COOKING STOVES
GUARANTEED PERFECT.
SOLD BY LEADING DEALERS EVERYWHERE.
THOUSANDS IN USE.
THE JAS. STEWART MANUFACTURING CO. LIMITED WOODSTOCK ONT.

Represented in Manitoba and Northwest Territories by J H. Ashdown, Winnipeg.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

Now is the time to send in your Spring Orders for
ALABASTINE
A full line of ***Brandram's Genuine Imported Lead*** in stock.
WILLIAM HILL
327 St. James Street, - - - **MONTREAL**

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

R. DILLON,
"HIGHEST GRADE" SCYTHES
OSHAWA, ONT.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

The Niagara Falls Metal Works Company, Ltd.
Niagara Falls - Ont., Canada
MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

is removing to Port Perry, where he has bought out M. Williams, liquor dealer.

Allan, Harris & Co., of St. John, N.B., have sold out their stove business to C. B. Allan.

T. D. Woodcock, hardware merchant, of Slocan City, has been succeeded by the firm T. D. Woodcock & Co.

Kerr & Morgan, machinists, of Montreal, have sold out to Fred. Thompson & Co. and have started a saw mill at Montfort.

T. R. Lefebvre has started business in paints, etc., with Vitaline Rousseau, wife of T. R. Lefebvre as registered proprietress.

DEATHS.

Edward Driscoll, harness merchant, of Carson City, is dead.

W. Vaughan, general merchant, etc., St. Martin's, N.S., is dead.

FIRES.

P. R. Wright, bicycle dealer, on Beaty avenue, has had his stock damaged by water.

A NEW USE FOR TIN SCRAP.

A TWO-HORSE load of tin clippings was being transferred to the rear basement of a prominent hotel, says The Philadelphia Record. It had come from a can factory, and the narrow, curling strips had become so twisted and intertwined as to form a conglomerate mass that was moved with the greatest difficulty by two sturdy fellows with stable forks. A bystander who was curious enough to enquire what use a swell hotel had for such truck was answered by an attache of the house: We use it for the rats; I mean the big grey fellows with whiskers. The hotel rat is bigger, bolder and wiser than any other rat. He laughs at traps, fattens on poison, and the killing or chasing of dogs, cats and ferrets is his pet diversion. Even when energetic measures have rid us of the pests they are with us again in augmented force within a day or two. They will tunnel through almost anything for incredible distances. It is their boring ability that has given us so much trouble hitherto. No matter how we closed up their passageways the routes were promptly reopened. Filling the holes with broken glass was considered a good scheme until we found that, with marvelous patience, they removed the glass piece by piece. But we think we've got them now. With this tangled-up tin we construct a sort of abatis, covering all places where the beasts are likely to enter our cellars. They can't get through it. They can't chew it, and they can't carry it away as they do broken bottles, for when Mr. Rat takes hold of a single strip of the tin he finds it an inseparable part of a net-work weighing many pounds.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

IF YOU WANT TO
ADVERTISE anything, ANYWHERE
in Canada, we can do it for you.
MacLEAN PUBLISHING CO. Ltd.
ADVERTISING DEPARTMENT
MONTREAL - - TORONTO

Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, May 28, 1897.

These prices are for such qualities and quantities as are usually ordered by retai dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag— 56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs / " 14x60, " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
½ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, per foot, net, ¼ to ⅜ inch, 1⅞c.; ½ inch, 2⅜c.; ¾ inch, 2⅞c.; 1 inch, 4c. 1¼ inch, 5¼c. 1½ inch, 6¾c. 2 inch, 9¼c. Galvanized, ½ inch, 4c. ¾ inch, 4¾c. 1 inch, 6¾c. 1¼ inch, 10¼c. 1½ inch, 11½c.
Cast, soil, 2, 3, 4 and 5 inch, 60 and 5 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb.	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft.	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb.	0 08	0 08½

Anti-Friction Metal.

	Per lb.
'Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 40
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¼
Ultra marine Blue in 28-lb. boxes, per lb.	....	0 08

Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green

Casks	0 13½
50-100 lb. kegs	0 14
25-lb. Irons	0 14½
1-lb. Boxes	0 15

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb.	0 05

Putty

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 65
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
And ex. No. 1 Carriage	....	1 60
Gold Size Japan, per gal.	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 0
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal. net	0 41	....
Boiled, per gal. net	0 44	....

F.O.B. Toronto, Hamilton or London. 5 bbls. 1c. per gallon less. Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	....	0 42

F.O.B. Toronto, Hamilton or London. Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 08½
Smal lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smallei gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss } " Sewing, per gross.. }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 70 p. c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 and 5 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 77½ p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
llar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to ch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 75
Belgium "	2 50
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS.

Ice Cream.

Gem, from $1.25 to $7 net.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	....	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 0

HANGERS.

Door, 4 and 5 inch, per pair..	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per 100 lbs	3 40	3 50
12 in. up, per 100 lbs	2 40	2 50
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 35	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 0

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ to p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.
Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Basis—50 to 60 dy. $1.74 Pittsburg, duty included.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.

Wire Nails, basis, $2.04 on carload lots and $2.15 in less quantities, delivered Toronto, Hamilton, London, and to places where freight from Pittsburg is same as to these cities; other places where rate is higher, excess is added. Terms, 4 months or 3 off and 30 days; delivered in lots of 10 kegs or more.

Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.......................... $ 50 00
No. 38 Hand Machine, range 1½ to 4.................................. 100 00
No. 56 Hand Machine, range 2½ to 6................................... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 5 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning........................ 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, 70 to 70 and 5 p.c

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla	
7-16 in. and larger, per lb.	5¼	00	6⅞
¼, 5-16, ⅜ in.	6⅞	00	8¼
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire............ 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan&Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 5C
Whiting.... .... 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 2 20 4 50
Door, per doz................ 7 10

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c and 10.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 75 3 00
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb................ 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross............ 3 50 5 00
Grind. per ton................ 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers'.................. 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd 75
Zinc tacks............................ 35
Copper tacks.......................... 62½

Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................ 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers................ 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAP LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks, " " " 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each.................... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch........................ 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 27½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

		Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart	....	2 50
Galvanized, 4 barb, 4 and 6 inches apart	....	2 50
Galvanized, plain twist, all.. delv'd	....	2 50
Plain twist	....	2 50
Steel Staples	....	2 50

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

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Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

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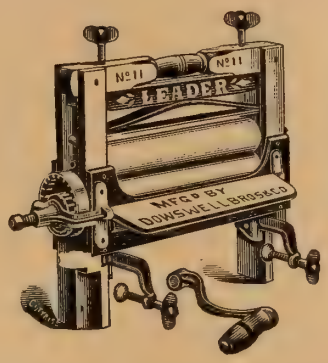

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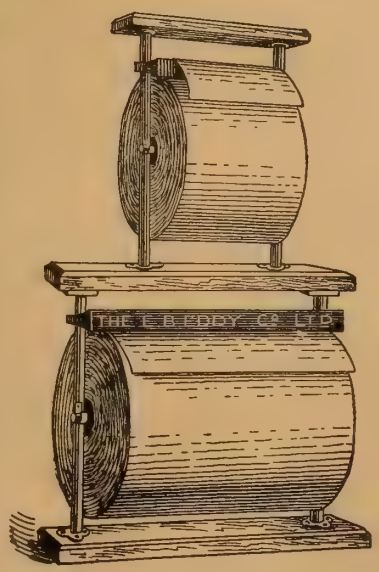

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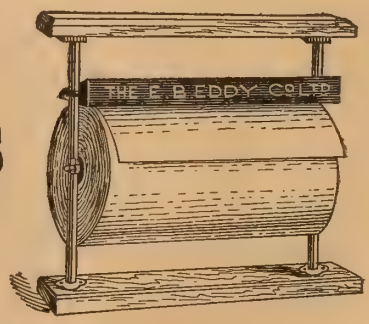
GOOD SENSE demands that they be the



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George Langwell, Montreal.

CANADIAN
HARDWARE
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VOL. IX | MONTREAL AND TORONTO, JUNE 5, 1897 | No. 23

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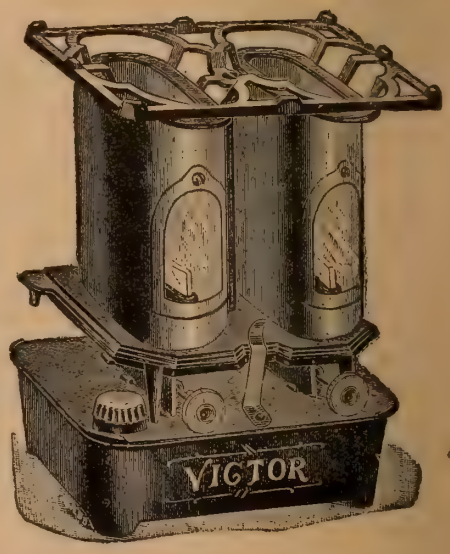

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Toronto

HARDWARE AND METAL

Vol. IX. MONTREAL AND TORONTO, JUNE 5, 1897 No. 23

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THE CROW'S NEST BARGAIN.

THE agreement between the Dominion Government and the Canadian Pacific Railway Company for the building of the Crow's Nest Pass Railway, while a good one for the railway, is also a good one for the people of this country.

Were all the prior conditions just as we would liked to have had them we would in all probability be unable to see the justification of subsidizing the proposed road to the extent of $11,000 per mile, or $3,630,000 in all. But, unfortunately, these conditions do not exist.

The railway company occupies fortifications above, while the people of Canada are in the plains beneath. These fortifications were in a sense impregnable. By its charter the C.P.R. had the power to build a road through the Crow's Nest Pass, or any other pass, while the same instrument prohibited the Government from having a voice in the control of the rates on the railway's system till such time as its earnings enabled it to pay its shareholders a dividend of 10 per cent. It was in these particulars that the impregnability of the C.P.R. lay.

But the C.P.R. desired a subsidy to build the road through the Crow's Nest Pass and this gave the people on the plains, through the Government, a chance to negotiate with the people in the aforesaid fortifications. And the result of these negotiations is the agreement which is now awaiting the ratification of the House of Commons.

The amount the C.P.R. is to get is certainly larger than it was expected they would get. But at the same time the railway company has conceded more than it was anticipated it would.

The chief drawback to the settlement of Canada's Northwest has been the cost entailed in bringing the products of the farm to the seaboard. The greatness of the distance would naturally mean a deep cut by the cost of freight into the cost of the article carried. But though the amount taken by the freight out of the cost of the article may be large, it does not necessarily follow that it is excessive. As everyone knows, however, it has been time and again charged that the freight rates on the C.P.C. have, in at least some instances, been excessive. And the reductions which the company now propose to make rather affirm than negative that contention. Shippers in the east will be particularly interested in the provisions conceding lower rates to the western country.

These reductions, according to the daily newspaper reports, are from 10 to 33 per cent. And not only that, but the railway has covenanted to allow the control of its freight rates by the Railway Committee of the Privy Council. Of course, the value of this latter concession will depend altogether upon the action of the Privy Council. But the very fact that the C.P.R. has conceded that which it was beyond the power of statutory enactment to take from it is of great importance to the people of this country, and to those particularly living west of Port Arthur.

Still another asset which has been returned to the country is the 5,000 acres of the coal lands which the C.P.R. obtained with the charter of the British Columbia Southern Railway. It is estimated that the lands thus obtained are about one-third of the coal area in that part of the country, while coal is to be put on the cars at the mines at a price not to exceed $2 per ton.

As the further development of the rich mining properties in the Kootenay country depends upon the procuring of fuel from the coal fields in the Crow's Nest Pass, it is obvious the coal clause in the agreement will prove a great blessing to them.

Judged from a business standpoint, the agreement is a satisfactory one. The C.P.R. has been well paid for the concessions it has made, but, judging from the details so far known, the country has not been outwitted in the deal. True, we have paid more for our horse than we expected to pay, but it is equally true we have got a better horse than we expected to get.

It is the intention to complete the new road before the end of the year. It is to be hoped nothing will intervene to prevent it. The road is badly needed. The mining industry needs it. The farmers of the Northwest need it, and the mercantile interests of the country need it.

BARBED WIRE COMPLICATIONS.

THE barbed wire situation during the past month has been a decidedly interesting one.

It will be remembered that when Finance Minister Fielding first brought down his Budget the different Canadian mills, announcing that they could not compete with United States firms, shut down their mills, and commenced to work off what stock they had already on hand. Representatives of the Consolidated Steel Co., of Pittsburg, also visited Montreal, Toronto and other centres, and offered United States barbed wire at $2.25 per 100 pounds.

Everything was as happy as the proverbial marriage bell for a week or so, and then the fun began.

About a fortnight ago the consuming public, especially in Ontario, conceived the idea that prices were low and demand for wire arose from every side. The jobbers had light stocks, the mills were working only on stock in hand, and supplies could not be had with sufficient rapidity from the United States to supply the demand.

The result has been a comparative famine in barbed wire during the past fortnight, and with the brisk demand in view and the difficulty, despite the low offers, in getting wire forward from the States, Canadian makers realize that they were too hasty in shutting down their barbed wire plants. The mills, therefore, in Toronto and Montreal have been compelled to resume operations in order to satisfy the orders that they are receiving.

This condition of affairs is all the more curious considering the fact that they cannot come near the low basis at which American wire is offered.

Makers of the latter, however, have been so pressed at home that they could not handle the Canadian business as promptly as buyers desired, and the latter were perforce compelled to order supplies of the domestic manufactured article at a higher price.

This circumstance has led to some amusing and at the same time unpleasant complications. There were jobbers lucky enough to get in United States barbed wire, while competitors of theirs were not. The former, of course, could afford to sell much cheaper than the latter, who, in order to retain customers, have in many instances been compelled to sell Canadian barbed wire at a loss.

Latterly matters have been more settled, though the scarcity of wire is still conspicuous.

The United States market also is pointing higher, advices this week noting an advance of 10c.; so that salesmen who were formerly asking $2.25 are now demanding $2.35.

It is understood also that in some cases jobbers who have placed orders for United States barbed wire at the lower figure have been notified that the goods cannot be delivered at the price. They are now considering how this same delivery may be compelled.

BRITISH GALVANIZED PLATE IN ONTARIO.

The assertion has been made frequently recently that United States galvanized plates had, or were, driving the British article entirely out of the Ontario market. There can be no doubt that the consumption of the former has largely increased, but at the same time the British article is holding its own pretty well, as the imports by the steamers this spring clearly show.

The first boat brought no less than 500 odd boxes of "Queen's Head" plates alone, not counting other brands, the bulk being for Ontario points, and the boats arriving since have had similarly large shipments.

This does not certainly look as though British galvanized plate had been driven out of the western market.

Success in advertising depends more on the ability of the advertiser than some people are willing to acknowledge.

CANADIAN MINERAL COLORS.

Captain Stewart, of the Allan Liner "Pomeranian," has remarked the change that has overtaken the Atlantic trade during his experience. His immense vessel now comes out comparatively light, but always returns home at her full depth. One apparent change is that she carries home repeated shipments of red earth paint while in former years it was brought here from England. The Canada Paint Co. have 176 packages on board of her this trip, and have 90 barrels waiting the "Monte Videan," all for English markets.

THE HORSE NAIL SITUATION.

UNUSUALLY interesting at the moment is the situation in regard to horse nails.

As every hardware dealer and metal man knows, the horse nail manufacturers' raw material is nail rods, which are nearly altogether, if not wholly, obtained from Sweden on account of the peculiar qualities which the iron in that country possesses.

Now, according to latest advices received from Sweden, not only have prices in nail rods there appreciated about £3 per ton, but it is difficult to get orders filled.

The chief cause of the activity and the higher values is the demand which the Swedish iron masters are experiencing from the United States. This demand became the most pronounced with the triumph of the Republican party, when the iron men, realizing that the victory of that party meant a higher tariff, began to rush in their orders for Swedish iron.

The capacity of the iron furnaces in Sweden is small compared with those in Great Britain. Consequently, the extraordinary demand experienced from the United States taxed their energies sorely, with the natural result that prices in all kinds of iron, including nail rods, have been worked higher and higher. Prices in Sweden have been abnormally low for some years, and it is not likely that there will be any decline in present figures. On the contrary, an appreciation is more probable than a depreciation.

Aside from the activity in the demand, a factor which tends to the appreciation in the price of iron in Sweden is the forestry regulations. The fuel used by the blast furnaces in that country is charcoal, but as the law only permits a certain area of timber to be cut every year the tendency is naturally to curtail not only the output of charcoal, but the expansion of the iron furnace industry as well.

On account of the advances in nail rods the price of horse nails in Canada is naturally firm. At present, however, quotations are unchanged, being now what they were in May, 1896, when the last change was made. Whether any alterations are to be made in the near or distant future we are unable to say. All we know is that at present the market is firm.

MONEY AND SUCCESS.

ONE of the hardest puzzles to a young man of to-day is how to connect success with small earnings. Certainly, unless clever, he cannot obtain success at one bound, so that it remains to choose the best from the many long methods.

Most of our moneyed and successful men of to-day say that they attribute their success to the fact that they early acquired the habit of saving their coins and of practising economy in every expenditure. Thus, without being miserly or niggardly, the early lessons in saving prevented them from wasting a great deal of the money which young men are prone to do.

Of course any young man who is struggling for a social position, or who, on account of his being clever, has a higher and more responsible position, finds it hard to save the coins that an apprentice does.

But yet a great many think that it is only by emptying their pocketbooks that friends can be gained. In some cases it may be so. But in the long run the friends won by your own personality will exhibit far more of the qualities of a friend when called upon to do so than would those bought by making a show of money.

Of course money and economy is not the only means to success. To accomplish one's ends in these days a man must be shrewd and capable of taking advantage of opportunities. When lectures in economy are given by our rich men, it cannot be inferred that it was by this means only that they succeeded. We can see in these men also other qualities which must have been a factor in their gaining their riches. But still economy is one of the traits that mark the successful man of business, for he, without being miserly, is ever careful to cut down needless expenses, and to penetrate deep-rooted schemes.

HE REPRESENTED TRADE PAPERS.

Dr. Griffin, whose doings recent and remote are receiving so much attention from the press of the United States and Canada, was ran against in Pittsburg a few weeks ago by a representative of HARDWARE AND METAL. The "doctor" was representing a couple of Montreal trade journals as an advertising solicitor. He was "throwing on" a great deal of style, endeavoring to create the impression that he was an important personage who had the authority to make large purchases of goods as well as sell advertising space.

The "doctor" may or may not be guilty of all the charges levied against him, but his record is certainly against him.

PAYING BANK DIVIDENDS.

On Tuesday morning a large percentage of the Canadian banking institutions began the payment of half-yearly dividends, and, as a consequence, upwards of $1,500,000 will be paid to shareholders. Of this sum the banks with headquarters in Montreal furnish something like $900,000, the balance being distributed in other commercial centres throughout the Dominion. June 1st is the regular half-yearly dividend day for fourteen banks out of a total of some twenty-five which pay dividends regularly. The Bank of Montreal, the premier monetary institution on the continent and the third largest in the world, naturally leads the list. Next in point of magnitude are the Merchants' Bank of Canada and the Canadian Bank of Commerce, the former paying four per cent. on a capital of $6,000,000 and the latter three per cent. on the same amount of paid-up capital.

Iver Johnson Revolvers

Iver Johnson Cycles . .

Send for our Catalogues and Prices
They will interest you . . . .

Honest Goods
at
Honest Prices

IVER JOHNSON'S ARMS AND CYCLE WORKS
Fitchburg, Mass., U.S.A.

IVER JOHNSON'S ARMS AND CYCLE WORKS
HONEST CYCLES AT HONEST PRICES
FITCHBURG MASS.

HARDWARE TRADE ABUSES.

By Theodore Butler, in Iron Age.

DEPARTMENT stores do not sell without profit, but they are shrewd buyers, and in this they have the advantage of the average hardwareman, who does not pay enough attention to buying his staples, those articles which they, the department stores, handle at the lowest possible prices.

There is no use in disguising this fact, even if it hurts some one, and by directing their attention more to the art of buying at the lowest market price—with cash in hand—they will have no difficulty to make the hardware and tinware store as interesting to the ladies as the department store is.

I have recently had a talk with the owner of a large department store, which convinced me that his expense was as much as 15 per cent., if not more, and I have seldom found an article sold in a department store at a lower margin than 30 per cent., sometimes perhaps 25 per cent., of the selling price and a good many 5-cent and 10-cent goods at fully 50 per cent. margin on the selling price.

LINES ON WHICH TO READJUST HARDWARE BUSINESS.

Therefore, the average small trade of the retail hardware business can be easily so arranged that it will bring 30 per cent. profit on the sales. Include in this business the sales to transient customers, contractors, the every-day pick up business of factories, the outfitting of households, the tool business, the handling of painters' supplies, the stove business, bicycles, bicycle sundries, fishing tackle, sporting goods, sundries, farmers' implements, tableware.

In the large business, which has to be done on a smaller margin, I would name nails by the keg and carload, wire for fencing, supplies to factories which form a part of their manufactured product or which they use in large quantities and usually buy by contract, sales to plumbers, metals, contracts with architects, builders and owners or new buildings for the supply of hardware required for their construction, wrought iron pipe, estimates of all kinds as they may be presented, accommodation sales to other dealers. And in this part of the hardware business the most unreasonable practices have become almost general.

CONCERNING BUILDING CONTRACTS.

In figuring up the list of hardware required for a building, from plans and specifications, it has almost become customary to add 10 per cent. to the net cost of the goods shown in the plans or enumerated in the specifications, and no thought is given to the possible omissions or errors, to possible breakage in glass in applying it or before the building is turned over to its owner, or to the little clause in a specification, invariably found on some page where it is least suspected: "And all hardware must be furnished, not specially mentioned in these specifications, to make the job complete." Or this one: "Any difference, resulting from the execution of this contract will be left to the decision of the architect, whose decision will be final."

I claim that the 10 per cent. margin, added to the cost of the material specified, is usually wiped out through the decision of the architect, whose specifications of hardware are usually entirely inadequate and liable to different interpretations, and that the lowest possible margin of profit to be added to the net cost of the list of hardware required should be 25 per cent. in order to provide against loss and to maintain finally a profit at the completion of the contract of possibly 10 to 15 per cent. on the contract price.

SLIDING SCALE FOR NAIL PROFITS.

Nails by the keg should bring 25c. profit in five-keg lots, say 20c. in ten-keg lots, 15c. in carloads. They will have often to be sold at 5c. per keg or f.o.b. mill, and the only chance to get more is on a rising market, with a judicious contract placed with the mill. But many retail dealers to-day sell nails at 10c. per keg profit by the single keg and perhaps deliver it to a place a mile from their place of business.

FENCE WIRE SCHEDULE.

Fence wire should surely net 25c. per bundle of 100 pounds to the retail dealer, or 20c. in ten-bundle lots; but it is being sacrificed and labor is being wasted at 10c. per bundle in single bundle lots.

ACCOMMODATION PRICES TO PLUMBERS.

Plumbers, to be sure, must be treated as a rule as dealers, who can buy from their specialty houses as cheaply as the retail hardware dealer and are therefore entitled to accommodation prices on items which enter into the line of their business.

FACTORY SUPPLIES.

Factory supplies in the smallest retail quantities are being sold at prices to which only full packages or large quantities should entitle them, while on small lots a discount of 10 per cent. from the retail price would be satisfactory to them, unless they were given the opportunity of these undue advantages. Such material which forms a part of the manufactured product of a factory the manufacturer must buy at bottom prices in order to compete with others. Often he will be able to buy such material cheaper than the dealer himself, owing to the immense quantity he buys of such material and the desirability of the order to the maker of a large quantity of one size or kind of one article only, and while the dealer often may through special connections or his knowledge be able to reap a small commission on such business, he is not at all entitled to protection on such business, while if he gets it, and if manufacturers through his efforts obtain such business, he will often be able to pay back to the manufacturer the small commission earned in increased business in other directions.

METALS.

Metals are being sold in the smallest lots as low as by the cask or ton and it is not reasonable to sell one pig of tin at a profit of ½ cent same as a ton may have to be sold at perhaps ¼ cent.

WROUGHT IRON PIPE.

We cannot overlook this item, because of the foolish practices now customary with this staple.

It has become a common practice to sell wrought iron pipe at 10 to 20 per cent. profit from stock in small quantities. The handling and cartage in such cases will wipe out the profit and make the transaction an actual loss. A common delivery wagon cannot well carry pipe on account of the length of pieces averaging about 20 feet. A heavy dray is required and two men to handle it.

There is nothing in my experience that looks more foolish to me than the above practice, and it seems to me that the hardwareman is actually trying to show to the country how cheap his mental and physical energies can be disposed of.

One hundred feet of pipe at 2 cents, $2. How far will a profit of 20 cents or 40 cents go toward handling this pipe? The dealer should have 40 per cent. on small pipe business and according to quantity down to 20 per cent. Business obtained for shipment from mill can be done for 10 per cent., or even 5 per cent. if in carloads, but the goods must be handled by the consignee.

OPPRESSIVE PRACTICES.

Such are some of the practices which now oppress the hardwareman and we would naturally enquire how they came about? The retail dealer surely has not long been the instrument to bring about these conditions. His business tact is too keen that he should not have foreseen the evil results of such practices if inaugurated. No, the initiation of such methods came from other sources.

A WIDE-AWAKE BRAMPTON FIRM.

Peaker & Son evidently fall in with HARDWARE AND METAL'S idea that hardware and bicycles go hand in hand like innocence and virtue, because, not only have they a large sale-room devoted to bikes of every description, but Messrs. Peaker have started a repair shop with Mr. Wm. Peaker, sr., as superintendent and Mr. Geo. A. Peaker as mechanical expert. The scheme is a great success.

TIN AND TERNE PLATES.

TIN plate is divided into two kinds, terne plates and bright plates, which are given hereafter.

Coating.—Terne plates are used exclusively for roofing and guttering, and are coated with a mixture of lead and tin, usually in the proportion of two-thirds of lead and one-third tin, as it has been found that this mixture adheres better to the plate and stands the action of the weather for a longer time than any other mixture. Of late, however, a great many plates have been coated with a much higher percentage of lead, running from 85 to 90 per cent., and a less proportion of tin, from 15 to 10 per cent., but in such cases it becomes necessary to have a much heavier coating on the plates.

It is impossible to tell, except by a chemical analysis, as to just how much coating there is on a plate, consequently it becomes necessary to trust to the honesty and the word of the manufacturer and of the jobber as to the proportion of the coating. It will thus be seen that both the dealer and the consumer have no guarantee beyond the reputation of the party from whom they buy the goods. Of course any defects will come out in the use, since the plate which is thinly coated will not wear as long as the plate which is heavily coated. This is something that takes time, and the only safe thing to do is to buy goods from a reputable house who have a reputation at stake. The coating on the different thicknesses of plate is usually just the same—for instance, a box of IC, 20 x 28, will have the same amount of coating on it as an ICL, 20 x 28, or an IX, 20 x 28. The difference in weight comes in solely in the thickness of steel which forms the basis of the plate.

The difference in the various plates, such as ICL, IX, IXX, etc., simply means the difference in the thickness of the body of the plate—that is, an ICL plate is lightest, IC is next in thickness, IX is still thicker, and so on.

Formerly, when tin plates were made altogether abroad, the cheaper grades of bright plates were known as coke plates, being made from coke or cheaper iron, while the better grades were known as charcoal plates, being made from charcoal, or a better grade of iron. These terms still prevail, although the practice of making tin plate from different grades of iron was discontinued some time ago.

All terne plates are put through the rolls to evenly distribute the coating, but as a matter of course some of the coating is squeezed off, just as the water is squeezed out of wet clothes when they are put through a wringer. Plates of the highest grade, after having been run through the rolls, are dipped by hand again into the tinning pot and allowed to take all the coating they will possibly carry.

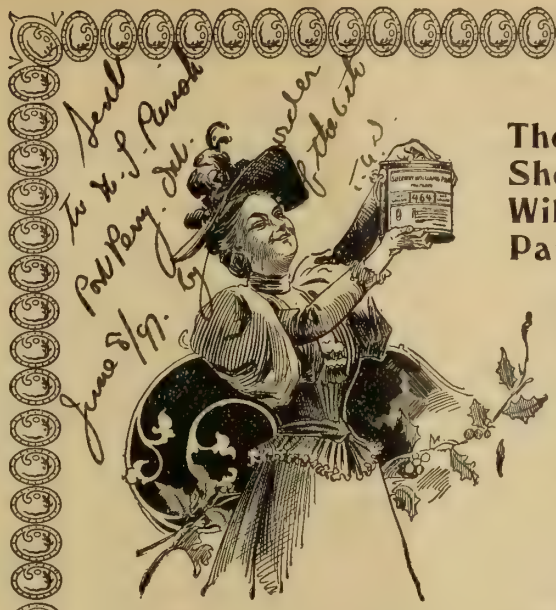
The stamping of terne plates is the subject of a good deal of controversy, some makers claiming that it simply breaks through the coating and allows the plate to rust more easily. This is not the case, however, when the stamping is lightly done, and the mere fact of the plates being stamped secures the dealer and the consumer against any fraud and gives them the certainty that they will always get just what they order.

The finish of terne plates is a matter of a good deal of taste and opinion, some preferring the bright and some the dull finish.

Squaring and Resquaring. — All black plates before being coated are rolled in multiples of the size required, then sheared down to the proper size, and in this process most mills use squaring shears, which cut the sheets perfectly square and true. This rolling is usually in layers of four, six and eight sheets. These sheets are then separated, pickled and cold rolled separately, and this cold rolling usually draws the sheets out of square, hence they must be resquared. Only the better grades of plates are resquared, and this is necessary, because in covering a roof a number of sheets are double seamed together before applying, and a very slight variation in the shape of each sheet would make a very serious discrepancy when a number of sheets are joined together. It would not be possible to pro duce a perfectly straight strip unless the sheets were resquared.

Bright plates are used principally for stamping purposes and for the various kinds of tinware. The difference between the coating of the various grades of bright plates is not so great as in the terne plates, so that the chief difference is in the finish. In the highest grades of bright plates made the aim is to get a mirror polish, and to still further protect this each sheet is wrapped in tissue paper to prevent the surface of the plate being scratched. As before stated, as this grade is frequently used for deep stamping many manufacturers are now making it of open hearth steel, so that it will double seam without fracture and stand all the requirements of deep stamping. — Metal Worker.

"These here department stores, Mandy," said Uncle John, on his first visit to the city, "is frauds. Why, they hain't nuthin' more'n the gen'ral store Si Hawkins keeps up hum."—Philadelphia No. American.



The Sherwin-Williams Paints.

The very best paints manufactured are *THE SHERWIN-WILLIAMS PAINTS.* They are made by *THE SHERWIN-WILLIAMS CO* the largest paint and color manufactory in the world. The factories are at Cleveland, Chicago and Montreal, and there are branch houses in Chicago and New York. *THE SHERWIN-WILLIAMS PAINTS* are recognized everywhere as the standard. Every can of this paint that is sold is accompanied with a guarantee that if properly used over a surface in suitable condition, it will not crack, flake, or chalk off, and will cover more surface, lay on with more ease, wear longer and permanently look better than any other paint. *THE SHERWIN-WILLIAMS PAINTS* are particularly suited to home uses. They are all prepared and ready to use. They require no mixing. Any person of common judgment can put them on.

THE SHERWIN-WILLIAMS CO.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

WALTER H. COTTINGHAM
Managing Director
Canadian Department.

MACHINERY DEPARTMENT.

TEST OF A 300 HORSE-POWER STEAM TURBINE.

IN the common form of the steam engine there is a serious loss arising from the fact that the cylinder is connected alternately with the steam supply and with the exhaust. The lowering of the temperature of the cylinder during the latter condition causes condensation of a certain amount of the next supply of steam that is taken in, and this represents an actual loss of energy. The amount of loss will vary according to the range of temperature to which the cylinder is subjected. This difficulty is inseparable from all engines which utilize the expansive power of the steam in a closed cylinder. In the endeavor to reduce the variation of temperature the steam has been expanded in two or more cylinders, and the quadruple expansion engine of to-day is giving economical results which fully justify the multiplication of parts and increased first cost of its construction.

The closed cylinder engine is finding a formidable rival in these later days in the steam turbine, or rotary impact engine, one of which was used for the propulsion of the ss. Turbinia, which was chronicled in the last issue of HARDWARE AND METAL as having obtained 32.75 knots, or 37.77 miles, an hour. In these machines the energy of the steam is utilized by discharging it at an enormous velocity against the buckets of the wheel.

The steam acts merely by its velocity and not, as in expansion engines, by pressure. In order to secure the greatest possible velocity the steam is expanded during the last few inches of its travel through the nozzle, the expansion being secured by making this part of the nozzle divergent. The theoretical speed of the steam as it finally strikes the buckets is enormous, and in the case of a jet with an initial pressure of 75 pounds discharging into a condenser in which the pressure is 1½ pounds, the speed would reach the theoretical speed of 4,600 feet per second. There were great possibilities in store if engineers could only construct a rotary engine which would stand the enormous speed of rotation that was necessary in a steam turbine.

De Laval in France and Parsons in England, each working on his own lines, have produced turbines which have shown their ability in actual test to give an electrical horse-power on less than 20 pounds of steam per hour. De Laval did not hesitate to develop the total energy of the steam at a given pressure upon a single wheel, and he has built turbines that ran at the rate of 30,000 revolutions per minute.

Parsons made use of several wheels and reduced the pressure of the steam in several stages. The steam was led through one set of turbines into a receiver. From this receiver it passed through a second set into another receiver, and so on until the steam finally reached the condenser.

In the following table is given a series of one-hour tests of the 300 horse-power steam turbine designed by De Laval, which is successfully running at the Twelfth Street Station of the Edison Electric Illuminating Co., New York City, when it was running respectively with 2, 4, 6 and 7 jets in use; from which it will be seen that, with 7 jets in use, it gave an electric horse-power on 19.95 pounds of steam.

Test of steam turbine when operated with 2, 4, 6, 7 jets (one hour duration each test:)

No. of jets used.	Average load.		Average wats.		Per cent. of full load.	Vacuum.	Lbs. of steam per E.H.P.
	+ Amps.	— Amps.	+	—			
2	153.78	147.15	18.707	18.283	18.51	27.00	27.35
4	433.60	455.80	54.156	57.886	56.02	26.43	20.22
6	700.85	718 65	87.746	91.268	89.51	26.07	19 75
7	771.94	787.33	97.418	100.856	99.14	25.79	19.95

A six-hour test gave the following result: The dynamo output showed on the + dynamo 127.25 volts 692.48 amps. and on the — dynamo 128.26 volts 709.18 amps. The average amount of water consumed per electrical horse-power hour was 19.275 pounds. The temperature readings, after the six-hour run, were as follows:

	+ Dynamo.	— Dynamo.
Armature.....	120 deg. F.	129 deg. F.
Average of field...	98 deg.	107 deg.
Commutator.	144 deg.	132 deg.
Temperature of room	82 deg.	
Temperature above room :		
Armature	38 deg.	47 deg.
Field.....	16 deg.	25 deg.

In connection it is interesting to note the tests of a Parsons compound turbine which were recently carried out by the Newcastle (England) and District Electric Lighting Co. The turbine made 9,400 revolutions per minute, the speed of the alternator was excited, being 4,700 revolutions per minute; the steam pressure was 70 pounds. The total water used per electrical horse-power hour was 17.28, 20 and 22.01 pounds respectively.

[For the above facts we are indebted to The Scientific American.]

SHOCKED TO DEATH.

Omer Carrier, of the well-known firm of Carrier, Laine & Co., Quebec, lost his life Sunday evening at the Montmorency Electric Works at Montmorency Falls. For some time past the electric company have been placing new machinery into their buildings. Carrier, Laine & Co., the well-known founders of Levis, had a contract to place some of the machinery, and Mr. Omer Carrier, one of the firm, was superintending the work. On Sunday evening when the men were working Mr. Carrier somehow or other caught the wire of an arc light and was thrown upon the floor. He immediately jumped up and said, "I'm all right," but fell back on the floor a corpse. His employes rushed towards him, but life was extinct. Dr. Elliot was immediately telephoned for at Quebec, and upon his arrival could do nothing for the unfortunate victim. Deceased was a young man about 28 years of age, and married. He was most popular among his numerous friends, and always took a keen interest in sporting matters, being president of the Levis Bicycle Club.

OIL EXPLOSIONS IN ENGLAND.

Serious charges have lately been made in England against the Standard Oil Co. Many serious explosions have occurred there since this trust has driven out of competition all the other oil companies. The blame of these explosions has been put upon the lamps and users; but the consensus of opinion is, however, that, being rid of all competitors, an inferior oil has been placed upon the market. One of London's evening papers, The Star, seems to have commenced a crusade against this trust, for in one of its editions we read: "The Paris horrors are surpassed. Men, women and children here are roasted alive to put money in the pockets of the American trust. Rockefeller has obtained the absolute control of the oil trade of Great Britain by forcing retailers to sell refuse oils prohibited in America, and is responsible for the terrible series of lamp explosions."

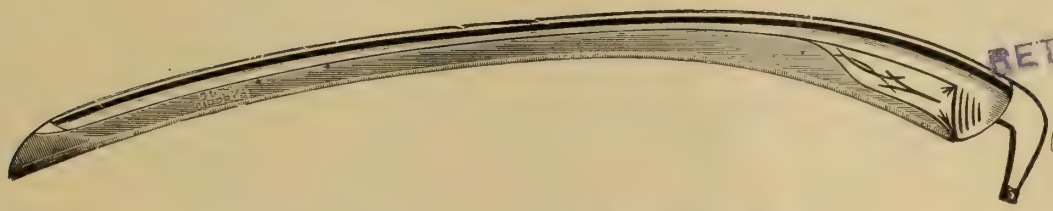
WIRE NAILS.
WIRE - TACKS
Ontario Tack Co.
HAMILTON

H. S. HOWLAND, SONS & CO.

WHOLESALE MERCHANTS

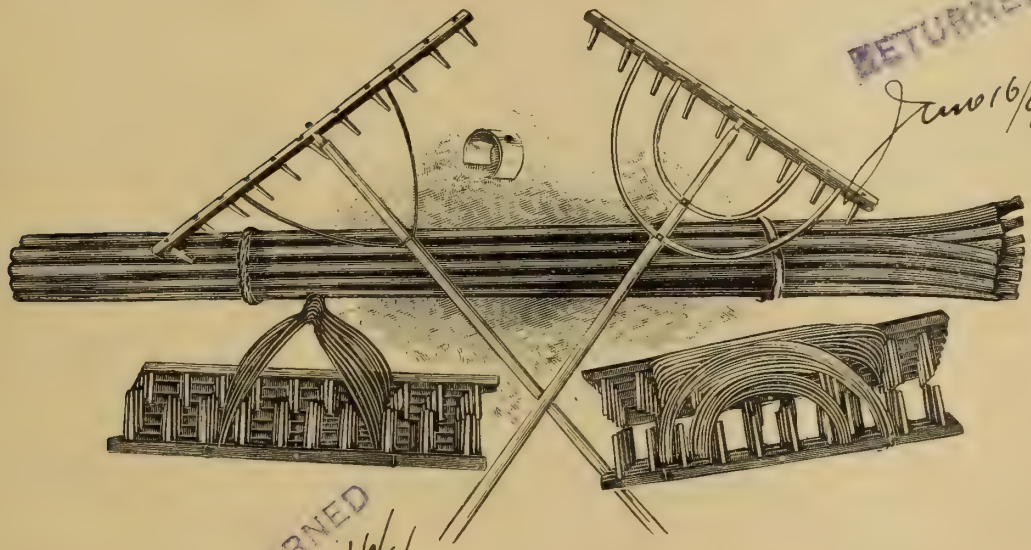
37 Front Street West, TORONTO.

RIXFORD'S SCYTHES



RETURNED June 16/97

GRASS, CRADLE, LAWN AND BUSH.



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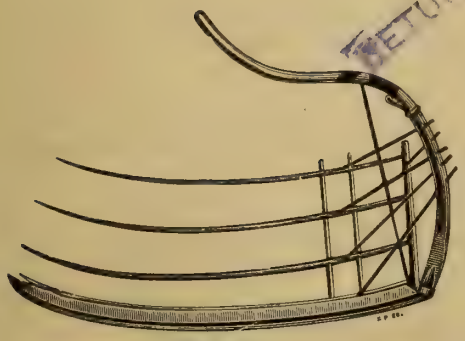
HAY RAKES

RETURNED 16/6/97

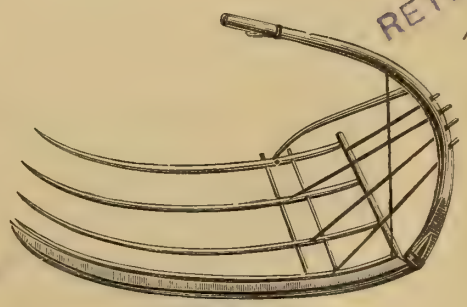
GRAIN CRADLES



Morgan.

RETURNED 16/6/97

HALF MULAY
IMPROVED MULAY
FULL MULAY
FRENCH MULAY
MORGAN
TURKEY WING



French Mulay.

RETURNED 16/6/97

HURON CHIEF
WESTON RED END
PEERLESS
RED CROSS
ROUND ENGLISH

RETURNED 16/6/97.

INDIAN POND
GREEN MOUNTAIN
EMERY SCYTHE STONE
MOWER FRIEND

...GRAHAM Cut and Wire Nails are the Best...

PORTLAND ...CEMENTS

...FIRE BRICKS
...SEWER PIPES
...CALCINED PLASTER
...WHITING

Large Stocks.
Lowest Prices.

Ask For Our Quotations.

W. McNALLY & CO. - MONTREAL.

SANDERSON PEARCY AND CO. HOME AGAIN.

OWING to the destructive fire of Feb. 16 last Sanderson Pearcy & Co. have been compelled to occupy 114 Bay street for some months. A few days ago, however, they returned home again. On Wednesday a representative of HARDWARE AND METAL paid a visit to the premises.

It will be remembered that the second and third flats were entirely gutted, so that an opportunity, if it may be termed such, was given to thoroughly overhaul the building. This has been done, and now, with the remodeling almost completed, they claim that they will be in first-class shape to meet all the requirements of the business.

Particular attention has been given to the safeguards against fire. The Metallic Roofing Co. has placed metallic ceilings throughout the building. A stand pipe runs to the top and 75 feet of hose are to be found on each flat; the Courtland system of fire alarm, with the automatic alarms every 12 feet, covers every ceiling in the place; the electric current, which system, by the way, is run by their own dynamo, stored away in an upper corner of the basement, can be cut off just outside of the building; in fact, extreme precaution has been taken to prevent a repetition of their mid-winter disaster.

Many conveniences have been added. The first noticeable one is the telephone box, which, owing to its double glass encasement, merits inspection. An important arrangement is the automatic apparatus in connection with the hoist, by which the passages are never left open. The switches on the first flat to turn on the lights in the basement and shipping yard are very handy. But the greatest improvement, and the one in which they take the most pride, is the system for retailing their oils. On the second floor are sixteen immense tanks, filled by pipes leading to the third flat. The oils are tapped off from these by pipes that lead to a centre in the retailing department on the first floor. Waste and danger from fire is avoided by the metal drip pan under the taps.

Both the retail and wholesale glass departments have been supplied with larger cases for storing and displaying glass than they had before. The department for labeling their prepared paints, which is done in the building, and in which line they do a large business, has been fitted up in a more complete and systematic manner than ever.

Neither have the decorations been overlooked. On the first floor an extremely handsome Alabastine panel, in both artistic colors and patterns is to be set up in its former position by the Alabastine Co., of Paris, while the John Lucas & Co., of Philadelphia, are preparing a handsome oil painting to set off the rear of the first floor.

The offices have not been changed a great deal. New furniture is, however, being supplied, while the scheme for displaying their different colors in glass is again visible. A very curious relic of the fire is to be seen in a light of chipped glass, which has been given a curious effect by blackening. Its uniqueness has led the firm to preserve it.

There are many other details that would bear mentioning, but space will not permit. A person must see to appreciate all the changes and improvements that have been made throughout.

BRITAIN'S STEEL AND IRON TRADE.

The Iron and Steel Institute of England publishes the following statistics of exports of different classes of iron and steel manufactured in that country for the last two years:

	1895. Tons.	1896. Tons.	Increase. Tons.
Iron and steel	2 835,000	3,552,000	717,000
Pig iron	866,568	1,059,796	193,228
Merchant iron and steel	143 990	178,124	34,134
Wire, excluding telegraph	42,220	56,368	14,148
Plates and sheets	338,500	415,000	76,500
Tin plates	366,120	266,955	*99,165

* Decrease.

ESTABLISHED 1839

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

About Horse-Shoe Nails

It is a matter of considerable importance to every purchaser or consumer of horse-shoe nails, that the best only shall be procured. It does not make so much difference with other nails, which are driven in wood. But with horse nails, as they are only used to attach a shoe to a horse's foot, which is a sensitive, vital structure, it is most important that the nails used should be perfect in every respect; of the best material and pattern, and free from "splits" or liability to fracture, etc. One imperfect nail, badly driven, may result in permanent disability or lameness to a horse. It is false economy and poor buying to take any risk when you can avoid it.

Our **"C"** brand horse nails have been manufactured and sold in Canada since 1865,—a period of 32 years. They have been, and are still, the standard horse nails of Canada for quality and pattern, and are without a superior anywhere. We use only the best selected charcoal Swedish rolled nail rods, the best material known for the purpose. These are hot forged by machinery, which gives all the advantage of the old-fashioned hand-hammered process, but with greater uniformity. After being pointed and finished by patented machinery used only in our works in Canada, they are all further examined singly by hand, and every nail not up to our high standard for **"C"** brand is thrown out. Every horse-shoe nail we sell under our **"C"** brand is warranted perfect and ready for immediate use. They will be replaced free of charge if found otherwise to any purchaser. If your dealer cannot supply you with them, write us direct. Our price is 50% discount from the standard list, F.O.B. Montreal. Samples and other information on application to us.

CANADA HORSE NAIL COMPANY

MONTREAL

The Ready-Mixed Paint Business

The largest makers of Paint and Varnish in the Dominion of Canada.

IN prepared or liquid paints the brands of **The Canada Paint Company** are more widely distributed than those of any other maker. The paints are made from **Genuine Colors** of great covering power, which are the best preservatives for wood, iron and stone. They will dry quickly with a hard glossy surface, working freely under the brush, and can be applied by any one. They are prepared in selected, up-to-date shades together with outside and inside white and black. Guaranteed to give perfect satisfaction. We claim them to be unequalled for beauty and durability. If you desire to extend your trade be sure that you order our manufactures, and do not allow yourselves to be imposed upon by having inferior brands forced upon you.

The Canada Paint Co.'y (Ltd.)

HOME AGAIN

We are settled in our old quarters again, and will be pleased to have our customers and friends call to inspect our remodelled warehouse. We are in a better position than ever to give your orders special attention and prompt shipment.

SANDERSON PEARCY & CO., - Toronto.

A CANADIAN MINT.

SEVERAL discussions have been indulged in by the press and by Parliament as to the desirability and expediency of the Government establishing a mint to coin all the gold, copper and silver currency to meet the commercial requirements of the Dominion. A discussion of the subject was provoked in the Senate on Wednesday by Senator McInnes.

According to Mr. McInnes, Canada pays at present to a Birmingham firm 3 per cent. for the coining of silver and 10 per cent. for that of copper. In 15 years she has paid $128,115, or over $8,000 yearly, which amount he claimed would be saved to Canada if she coined her own currency.

At the present, too, he said Canada had not sufficient currency on hand. West of Winnipeg there are more American coins in circulation than there are Canadian. The Government has $10,000,000 of reserved gold, and the chartered banks have $8,000,000; both of which sums are nearly all in American currency.

During the last fifty years British Columbia has produced $61,000,000 of gold, all of which had found its way to the United States mint at a loss to the producer of from 5 to 10 per cent. This, he contended, was a humiliating position for our mineral-producing Dominion.

Senator Drummond then spoke on the other side of the question. He considered the present arrangement was sufficient for the requirements of the country, and warned his fellow Senators against a system of attempting to make money, as the United States had done, by coining $1 coins out of 60c. worth of silver, only to become almost a financial wreck.

According to his figures, it would cost $100,000 to erect a suitable mint, and then an annual grant of $12,000 or $13,000 would be necessary. This, in comparison with the present cost estimated by Mr. McInnes, showed that it would be a loss to adopt any proposal of such a sort.

These remarks were evidently convincing, for there the matter dropped.

GOOD LUCK BROOMS.

Owing to a misunderstanding, HARDWARE AND METAL last week misrepresented the "Good Luck" brooms of the H. A. Nelson & Sons Co. They should not have been given as the one and two dollar lines, but rather as the first and second. The price, too, misrepresented the quality of the broom; not only are they not cheap, but they are two of the highest class of brooms on the market.

A HARDWARE TRAVELER'S EXPERIENCE.

A well-known Toronto hardware traveler took a trip by the Chicora on the Queen's Birthday to Niagara, thence by the electric road to the ancient village of Chippewa. For dinner the party of which he was a member put up at an old-fashioned hostelry near the station and when the traveler came to settle up the following colloquy took place:

Knight of the Road; "How much?"

Boniface: "Show people, 40c. each."

Knight of the Road (indignantly): "We don't belong to any troupe!"

Boniface: "That so? Why, by the way you manipulated the knives and forks I took you for the sleight-of-hand man and by the appetite of that there lady I kinder made out she was the 'strong woman'!"

NEW COMPANIES.

The Hamilton Iron Mining Co., Ltd., has obtained a charter.

The Aylmer Electric and Manufacturing Co., Ltd., has obtained a charter.

The Manitou Gold Mining Co., Ltd., of Woodstock, Ont., has obtained a charter.

The Elginfield Oil and Gas Developing Co of Dutton, Ltd., has obtained a charter.

ESTABLISHED 1860 INCORPORATED 1895

Ice Cream Freezers

"LIGHTNING."

Best Virginia White Cedar Pails, with electric-welded Wire Hoops; Cans made of heavy Steel Plate, with Drawn Steel Bottoms, retinned; Gearing completely covered; Quadruple Motion; Automatic Scraper.

ALL SIZES IN STOCK, FROM 1 TO 20 QTS.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

A. ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

FRS. SCHOLES, Man. Dir.
J. J. McGILL, Gen. Mgr.

Canadian Rubber Company

OF . .
Montreal
Toronto
and
Winnipeg
Capital, $2,000,000
. . Manufacturers of the . .

Highest Grade Rubber Belting

MADE IN AMERICA.

Specially Adapted for Use in Lumber Mills, Pulp Mills, Etc.

Western Branch: Cor. Front & Yonge Streets, TORONTO
J. H. Walker, Mgr.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

. . . LONDON, ONT.

Dealers and Importers of

Linseed Oil
Spades and Shovels
Harvest Tools
Window Glass
Cut Nails
Wire Nails Binder Twine
Cordage
Chain
White Lead
Building Paper
Galvanized Iron

Also full lines of Butler's, Rodgers' and Askham's Cutlery, German and English Razors, Carvers, Pens and Pocket Knives

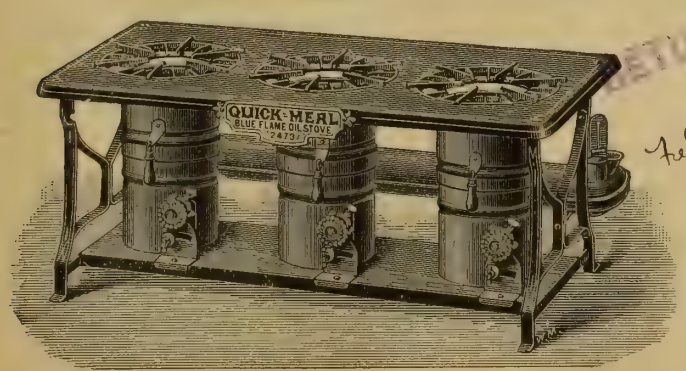
QUICK SHIPMENT. CLOSE PRICES. LARGE STOCKS.

QUICK MEAL, GASOLINE, AND BLUE FLAME OIL STOVES

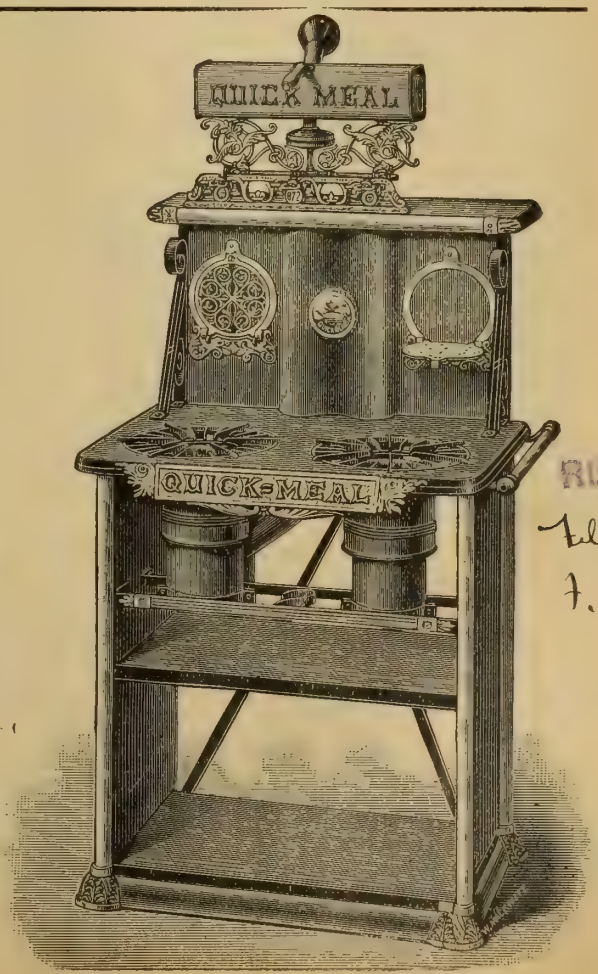
Are popular favorites everywhere. Remember that we are sole agents in Canada for these famous stoves, and for your own sake, don't place orders without seeing our catalogue and price list, which we will be happy to send on application.

The Gurney Foundry Co. Ltd., Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL.



With 1, 2 or 3 Burners with high or low Table.



MANITOBA MARKETS.

WINNIPEG, June 4, 1897.

TRADE is brightening and the general volume of business increasing throughout the province. Mining tools are selling well, such as hammers, picks, hand-drills and general miners' supplies. Bicycles are booming as much as ever, and all classes of sporting goods are in great demand. The cricket league has determined to encourage the playing of this famous game in public schools, and in order to do this, in any school where the boys showed a disposition to start a club, they helped to the extent of a half and sometimes three-quarters of the price of the outfit. The result is that every school in Winnipeg has now its cricket club. The object of the league was, of course, to teach the young idea to bowl straight, but indirectly they have boomed cricketing goods. A branch of the Dominion Master Plumbers' Association has just been organized here and bids fair to be a success, as the men have taken hold heartily and think it will enable them to make better terms with the wholesale dealers in buying supplies for their work. Barbed wire has dropped still lower, and at its present price is a loss rather than a profit to those who handle it. Screws have also lowered in price. These are the only changes for the week.

BARBED WIRE—$2.60 per 100 lbs.

WIRE NAILS—$2.75.

CUT NAILS—$2.60 basis.

HORSE NAILS—45 per cent. discount.

HORSESHOES— $4 for ordinary brands, and $4.25 for snowshoe.

SCREWS — Flat head, iron, 85 per cent.; round head, iron, 77½ per cent.; flat heads, brass, 80 per cent., round heads, brass, 72½ per cent.

BOLTS—Carriage bolts, 60 per cent., and tire bolts, 60 per cent.

NUTS—⅜ and larger, 2½ to 3c. discount.

CORDAGE—Sisal rope, 7-16 in. and larger, 6c. lb.; ⅜, 6½c.; ¼ and 5-16, 7c.; manilla, 7-16 and larger, 7½c.; ⅜, 8c.; ¼ and ½, 8½c.

HARVEST TOOLS—60 and 60 and 10 per cent. discount.

BUILDING PAPER—Cyclone or Anchor brand, 60 to 65c. per roll; Cyclone or Anchor brand, tarred, 75 to 80c.

GREEN WIRE CLOTH—$1.50 to $1.60 per 100 square feet.

POULTRY NETTING—2-inch mesh, 60 to 65c. per 100 square feet.

BAR IRON—$2.15 per 100 lbs.

GALVANIZED IRON—American, 24 gauge, $4 to $4.25; 26 gauge, $4.25 to $4.50; 28 gauge, $4.50 to $4.75.

SHEET IRON—$3.75 to $4.

CANADA PLATES—$3.50 to $4 per box.

TIN PLATES — I. C charcoal, Allaway brand, $4.50 per box; I.X., $5.50; I.C., charcoal P.D., Crown brand, $5; I.X., $6 per box.

SHEET ZINC—6 to 7c. per lb.

WROUGHT IRON PIPE—To 2 inch 65 and 67½ per cent.; over 2 inch 67½ to 70 per cent.

LEAD PIPE—$5.25 per 100 lbs.

PIG LEAD—$4 to $4.50 per 100 lbs.

SOIL PIPE AND FITTINGS—50 to 50 and 10 per cent.

PORTLAND CEMENT — Canadian, $3.75 per barrel; English, $4 per barrel; Josson, $4.25; calcined plaster, $3.25 per barrel.

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 4c.; Venetian red, barrels, 3c.; less than barrels, 3½c. American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

VARNISHES—No. 1 furniture, per gal., $1; extra furniture, $1.35; pale oak, $1.50; elastic oak, $1.50 to $1.75; No. 1 carriage, $1.50 to $1.75; hard oil finish, $1.50 to $2; brown Japan, $1; gold size, Japan, $1.50; No. 1 orange shellac, $2; pure orange shellac, $2.50.

SUNDRIES—Glue, S.S. in sheets, per lb., 12½ to 15c.; glue, white, for kalsomining, 15 to 18c.; stove gasoline, per case, $4; benzine, per case, $4; benzine and gasoline, per gallon, 50c. Axle grease, Imperial, per case, $2.50; Fraser's axle grease, per case, $3.75; diamond, do., $2.25 per case. Coal tar, per barrel, $8; putty, in bladders, barrel lots, 2½c per lb., for less than barrels, per lb., 2¾c.

WINDOW GLASS—First break is quoted at $1.75 per box of 50 feet, and $2 for second break.

LINSEED OIL — Raw, per gal., 50c.; boiled, per gal., 53c. in barrels; less than barrels, 5c. per gallon extra, with additional charges for cans.

TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c. An additional charge for packages for small quantities.

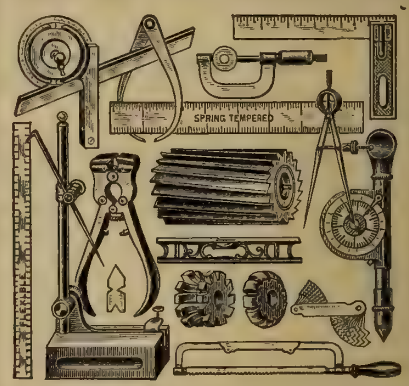
OILS—Black oils, 25 to 30c. per gal.; clear machine oils, 33 to 40c.; cylinder oil, 50 to 75c. as to quality; castor oil, 10c. per lb.; lard oil, 70c. per gal.; tanners' or harness oil, 65c.; neatsfoot oil, $1.20; steam refined seal oil, 85c.; pure winter bleached sperm oil, $2 per gal.

THE SCARCITY OF WIRE.

A well-known hardwareman, referring to the difficulty dealers in Canada had experienced in getting orders for barb or ordinary fence wire filled from the United States, said: "I think it is largely due to the excited condition of the United States market as a result of the continued effort to form a wire rod pool. Under such conditions the makers in the States are naturally not any too anxious to receive orders, realizing that with a formation of the pool would come higher prices. To my mind there is no doubt about the ability of the United States mills, with their tremendous capacity, to fill all orders both for their own and this country. To me it seems that now is the time for hardwareman to purchase staples the raw material of which is wire rods."

HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO, Worcester, Mass.** Cataogue on application.

STARRETT'S



FINE TOOLS

98 Page Catalogue Free.

THE L. S. STARRETT CO. Box 5

ATHOL, MASS., U.S.A.

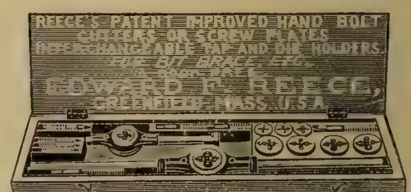
COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.



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PATENTS

PROMPTLY SECURED

Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizeson Patents." Advice free. Fees moderate.
MARION & MARION, EXPERTS,
Temple Building. 185 St. James Street, Montreal.
The only firm of Graduate Engineers in the Dominion transacting patent business exclusively
Mention this paper.

Steel-Clad, Copper and Zinc Baths.
Copper and Galvanized Range Boilers.
Malleable and Cast Fittings.
Plumbers' Supplies of all kinds.

WRITE FOR PRICES.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C

30 Front St. West TORONTO.

BLUE FLAME OIL COOKS...

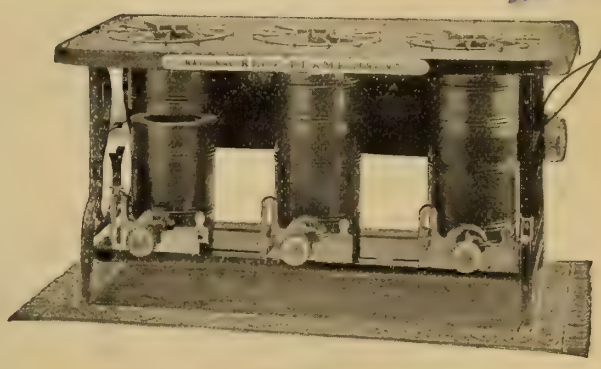
POSITIVELY NO SMOKE, DIRT OR ODOR.

The most simple and economical stove of the kind in the market. A mechanical adjustment controls and locks the wick at the proper height, thus preventing it from smoking. No thumb screws to get out of order. COSTS but one cent per hour for each burner with

The **National**

Made in 13 Different Styles and Sizes.

. . **SIMPLE AS A HOUSEHOLD LAMP.**



No. 513

One Handle extinguishes the wick, raises the chimney and leaves the burner ready for next lighting. No confusion with different handles. No trouble to put in New Wicks. No Springs or Screws on wick tubes to hinder easy operation of the wick. The base of the burner is constructed of heavy Brass Castings. Feed pipes are threaded at the ends, and are screwed into the base and elbows, making it very strong and impossible to leak; this point we claim makes *The National* the most substantial oil stove in the market.

WRITE FOR CATALOGUE.

The D. MOORE CO. Ltd., - HAMILTON.

SOLE CANADIAN AGENTS.

RETURNED June 19

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 4, 1897.

HARDWARE.

BUSINESS in general hardware has been of the same character and dimensions as last week. Enquiry for barbed wire on western account has been fairly active, and the same can be said of ordinary fencing wire. Wire nails have exhibited a firmer feeling, and demand for them has been well maintained. There has been no change in cut nails, but enquiry is of a more satisfactory character. The same remarks apply to horse nails, while the free movement noted in screws, bolts and other similar lines continues. Cordage has been asked for, also ice cream freezers, spades and shovels, harvesting tools and cutlery, and, in a word, a fair seasonable business is passing, although the individual orders might easily be for larger quantities of material.

BARBED WIRE — Enquiry in the east is not heavy, but in the west the reverse is the case, while stocks are extremely light. Nominally prices are unchanged, but American prices have advanced 10c. lately. We quote; $2.60 f.o.b. Montreal, and $2.50 f.o.b. Toronto, Hamilton and London. Freight prepaid in Ontario on 1,000 lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms : 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE — There is a fair enquiry for plain fencing wire. Discounts are : 50 per cent. 4 months or 3 per cent. f.o.b. Montreal, Toronto, Hamilton and London.

PLAIN WIRE—Business continues much as it was last week and discounts are 30 per cent. on tinners' coppered iron and coppered spring, f.o.b. Montreal, Toronto, Hamilton and London.

WIRE NAILS—The feeling on wire nails is more settled than it was and the advance in the duty has led to an appreciation in prices. We now quote the base price f.o.b. Montreal at $2.05 to $2.10, according to quantity.

CUT NAILS—There have been some fair enquiries for cut nails during the past week and prices have a steadier feeling on the basis of $1.95 f.o.b. Montreal.

HORSE NAILS—Enquiry for horse nails has been better and values rule steady on the basis of 50 per cent. off the list.

HORSESHOES—Quite a few small orders for horseshoes were noted this week. We quote f.o.b. Montreal : Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50 ; ditto 0 and 2, $5.25 ; assorted, $5 ; steel toe weights, $5.50.

SCREWS — The free movement in screws continues at unchanged discounts : Flat head, bright, 87½ and 10 ; round head do., 80 and 10 ; flat head, brass, 82½ and 10 ; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Business steady and discounts unchanged at 10 to 12½ per cent.

BOLTS—Business in bolts has been fair and values are rather firmer than they were. Discounts now are: Common bolts, 70 ; full square bolts, 70 and 10; Norway carriage bolts, 70 and 10 ; machine bolts, 70 ; coach screws, 80 ; blank bolts, 60 ; sleigh shoe bolts, 80 ; and plough bolts, 65 per cent. Square nuts, 4¾c. off the list, and hexagon, 5¼c.

RIVETS—Busines in rivets has hardly been as brisk this week. Discounts are as follows : Iron rivets, black and tinned up to 2½ lbs., 65 and 5 per cent., all other sizes, 60 and 5. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—Demand has been fairly good but confined to small quantities. We quote prices : Sisal, 5¼ to 5½c. for 7-16 and upwards, and manilla, 6¾ to 7c. for 7-16 and upwards, and 7 to 7¾c. for smaller sizes.

HINGES—There has been a fair demand for these, with prices unchanged at $2.40 to $2.50 as to size, etc.

CHURNS AND WRINGERS — Business in both lines remains much as it was a week ago. There has been no change in the basis of values.

ICE CREAM FREEZERS—These are asked for to a fair extent.

SPADES AND SHOVELS—There is a fair demand for these, with discounts unchanged.

TOOLS—All kinds of harvesting articles are in fair enquiry.

BUILDING PAPER—Business rules quiet and prices unchanged. We quote : Plain building, 30c. ; tarred lining, 40c. ; and do. roofing, $1.40.

LEATHER BELTING — Continues in fair enquiry and discounts range from 45, 10, 10, etc., to 65 per cent.

WARE—Quite a few lots of plain iron ware have been asked for this week on Quebec province account. Other kinds are moving quietly also.

CUTLERY—There has been fair enquiry for sorting lots of both table and pocket cutlery this week.

A GOOD Refrigerator

is a comfort while a poor one is not worth house room. **We guarantee ours satisfactory.**

Made of seasoned hardwood strongly put together and handsomely carved. Zinc lined and charcoal sheathed. Bronze locks and hinges, strong and of unique design. Ice racks and provision shelves strong and serviceable. Entire refrigerator easily cleaned.

The system of circulation, ventilation and insulation ensure a pure, dry, cold air.

Seven different sizes, with ice capacities from 25 lbs. to 180 lbs.

We have also a small quantity 1895 patterns, family size, which we will sacrifice at $12.00 each.

The McCLARY MANUFACTURING CO.

London Toronto Montreal Winnipeg Vancouver

Cutlery...

See our new Samples for the Fall Trade. Exceptional value and best range of patterns in

DICKINSON'S CARVERS, GERMAN RAZORS, Etc.

Special attention to Import Orders.

A. C. Leslie & Co., Montreal

Merchants and Manufacturers' Agents.

Portland Cement

English, Belgian, German, American and Canadian.

Calcined Plaster

F-FF-FFF or Dental Rock Wall and Asbestic Wall Plaster.

F. Hyde & Co.

31 Wellington street, **MONTREAL**

BRILLIANT

FRENCH

PLATE GLASS

THE BEST AND PRICES THE LOWEST

AT THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

FISHING TACKLE

Our stock is most complete in all kinds of Sporting Goods

Consisting of

Fishing Tackle, Lacrosses, Footballs, Boxing Gloves, Punching Bags, Baseball Goods, Camp Sets, Folding Furniture, Hammocks, etc., etc.

Send for Catalogue B.

The Wightman Sporting Goods Co. 403 St. Paul St. **MONTREAL**

SPORTING GOODS—Dull, as last noted.

WIRE CLOTH SCREENS, ETC.—Both wire cloth screen doors and blinds and all goods of this description are moving well, though in small quantities.

CEMENT—There has been a good demand for cement and prices are steady at $2 to $2.10 for English, and $1.90 to $2 for Belgian.

FIREBRICKS—Continue in fair enquiry, as noted last week, at $16 to $21 per 1,000, as to brand.

METALS.

There has been a fairly good movement in heavy iron and metals during the week and with one exception values generally are steady to firm.

PIG IRON—Continues much as it was. We quote: Hamilton, $16.50 for No. 1, and $15.50 for No. 2; Ferrona, $14 to $15; Siemens, $14 to $15; Summerlee, $17 to $18; Carron, $17 to $18; Ayrsome, No. 1, $16; Eglinton, $15 to $16; and Carnbro', $16 to $16.50.

BAR IRON—There is little to report in relation to bar iron, except that trading is dull at $1.45.

BAND IRON—Remains as last quoted at $1.75.

HOOP IRON—Steady at $2.25, with a fair jobbing enquiry.

SHEET STEEL—Dull and easier at 10 to 20c. decline, $2.50 now being the basis.

SHEET IRON—There is only a moderate jobbing trade passing. We quote the basis $2.25.

GALVANIZED IRON—There is a good demand for this, and shipments are not only going forward freely from stock, but import orders are good. We quote prices steady on the basis of $4.25 to $5.25, as to grade.

TINNED IRON—Supplies are light and prices steady at $5.50 up to 20 gauge.

LEAD PIPE—There has been a fair enquiry for lead pipe and prices are steady at 7 to 7½c., with discounts 30 and 5 off.

PIG LEAD—The advance in lead is fully maintained, and demand has been fair at $3.35 to $3.60.

INGOT TIN—There has been a rather easier feeling in tin, which we quote at 15½ to 16c.

INGOT COPPER—Prices range as before, from 12 to 13c., according to quantity, the inside for round lots.

SHEET COPPER—Ranges all the way from 14½ to 16c.

IRON PIPE—It is difficult to quote a fixed range on iron pipe, but we give the following: From 1⅞c. on ¼ inch, 9¼c. on 2 inch black, and from 4c. on ¼ inch to 11½c. on 1½ inch galvanized.

CANADA PLATES—There is a fair demand on import account for Canada plate,

1897 **IMPROVED** 1897

STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.

Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.

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Eastern Depot, 422 St. Paul St., **MONTREAL**

Rhode Island Pattern Horseshoes.

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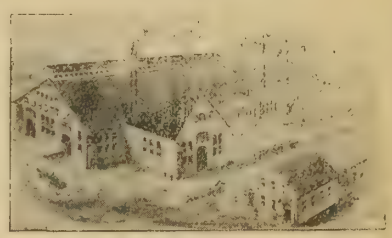
ROLLING MILLS



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Open Hearth Steel

Send us sample order for our Patented Textilene and Rubber lined

RAWHIDE

WHIPS

Napoleon and Monarch

They are the strongest and straightest rawhides made. Guaranteed to give satisfaction Prices moderate.

Made only by

HAMILTON WHIP CO.

119, 121, 123 Mary St., HAMILTON.

Fine Whalebone Whips a Specialty.

and prices are steadier this week at $2.35 to $2.60, as to grade.

TERNE PLATES—Though no quotable change is to report, there is a firmer feeling in terne plates, which are held at $6 to $6.25.

TIN PLATES — Sellers exhibit no disposition toward concession on tin plate and demand during the week has been distinctly active. We quote: Coke, I.C., $3 to $3.20; charcoal, I. C., Allaway, $3.25; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X,, $4.50.

BOILER PLATE— Continues as last noted, at $1.90 to $2.

SOLDER— A fair jobbing trade is passing at 12 to 13c.

SHEET ZINC—There is a fair trade doing at $5 to $5.25.

SPELTER—Quiet and unchanged at $4.50 to $4.70.

ANTIMONY—Continues dull at 10c.

PAINTS AND OILS.

The feature of the week has been the annoyance over the tariff amendments, which place linseed oil at 25 per cent. instead of 20 per cent., while its products remain unaltered. Business for the week has been rather quiet, orders, though numerous, being lighter. Turpentine, with freer arrivals at shipping points, may be marked down 1c. per gallon. Linseed oil, with full stocks, and notwithstanding change of tariff, can be bought at former prices, but an advance will certainly follow. White lead is firm and active; the price of the raw material at producing points has been gradually stiffening since January, and will affect present figures before long.

WHITE LEAD—We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Import cost has advanced, but sellers are to be met with at former rates: Pure, 3¾c. in casks, 4c. in kegs, and No. 1, ¼c. less.

LIQUID PAINTS—In good demand without change in price.

SHELLAC — Firmer, with pale orange quoted at 25c. case lots.

PARIS GREEN — Dull, owing to cool weather.

DRY COLORS—In good demand. Two large shipments have been made to England this week.

LINSEED OIL—The tendency is decidedly firmer in view of tariff changes, but the same quotations can be repeated as follows: Raw, 42c.; boiled, 45c.; 5-barrel lots 1c. per gallon less.

TURPENTINE—Easier at 42c. for single bbls.; 5-bbl. lots, 41c. nett.

VARNISHES—In good demand at current prices.

SEAL OIL—Dull and heavy.

COD OIL—Unchanged at 30 to 31c.

NAVAL STORES—As last reported. We quote as follows: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

GLASS.

The demand for glass has been fairly active and prices generally are steady. We quote: First break, $1.25, and second, $1.35 per 50 feet; third break, $2.80 per 100 feet.

ASHES.

There has been a stronger feeling in ashes, which we quote firm: $3 to $3.05 for firsts, $2.80 to $2.85 for seconds, and pearls unchanged at $4.40.

HIDES.

Lambskins have advanced 10 to 20c. each and clips 5 to 15c. Beef and calf hides are steady. American buyers took 11,000 sides of the latter this week at cost. We quote: Calfskins, No. 1, 8c.; No. 2, 6c.; beef hides, 6, 7, and 7c. respectively.

PETROLEUM.

Continues steady and unchanged. We quote: Canadian, 14½c. car lots and 15½c. for smaller quantities. American—prime white, 17c. in car lots; water white, 18½c., and astral, 20½c.; smaller lots 1c. advance on these figures.

COAL.

There has been no change in the coal market. We quote: Stove and chestnut, $6; egg, $5.75; Scotch grate, $6, delivered; Scotch steam, $3.50 to $3.60, ex ship, and Lower Ports steam, $2.50 to $2.75, ex ship.

MONTREAL NOTES.

Wire nails are 10c. firmer here this week at $2.05 to $2.10 f.o.b.

Bolts have shown a steadier tendency and common have been advanced 10 per cent.

Salesmen of American barbed wire are asking an advance of 10c. per 100 pounds this week.

Sheet steel has exhibited an easier feeling, sales transpiring this week at a decline of 10c.

Receipts of Belgian cement aggregated over 14,000 casks this week, and English 1,000. Over 23,000 firebricks were received.

ONTARIO MARKETS.

TORONTO, June 4, 1897.

HARDWARE.

NO material change has taken place in the hardware trade during the week. The volume of business is, if anything, not as large as it was a week ago, due, it is generally charged, to the heavy rains which have prevailed. A great deal of difficulty is still being experienced in regard to getting orders for barb wire filled, and it has been found necessary to cancel

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

CAUSES OF FAILURE
In the Hardware Trade and How Avoided.
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**
HARDWARE AND METAL, Toronto

MONTREAL ROOFING COMPANY
MANUFACTURERS OF

Improved Steam Condensing Exhaust Pipe Heads . . .
For attaching to Outlet of Pipe above roof. . . .
OFFICE AND WORKS:
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Fishing Tackle.

ALLCOCK'S STAG BRAND
goods are the best. When you buy from us you buy from the largest makers and oldest house in England. Established 1800.
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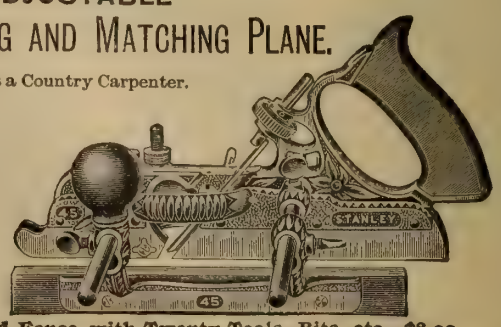
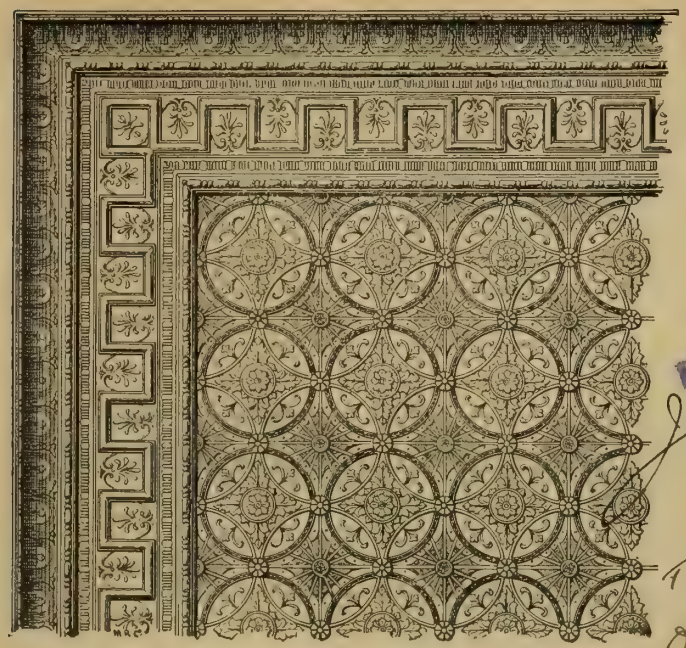
and REDDITCH, ENGLAND.

STANLEY'S ADJUSTABLE
BEADING, RABBET, SLITTING AND MATCHING PLANE.
"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00
SOLD BY ALL HARDWARE DEALERS.



ONE OF OUR DESIGNS.

Embossed Steel Ceiling

WE were the first concern to make Embossed Steel Ceilings, and, having the necessary experience, have always kept our designs up to date.

No imitator has yet produced their equal. **You should handle these goods.**

Have you had our '97 CATALOGUE? IT'S A DAISY.

THE METALLIC ROOFING CO. LTD.

TORONTO

The Pioneer Makers of Sheet Metal Building Materials.

RETURNED June 28/97 F. & O. by Order

some orders which had been placed in the United States, because it was more difficult to get them filled there than here. Some irregularity exists in regard to the price of barb wire. Ordinary fence wire is in good demand. A great deal of activity is to be noted in wire nails, but there is not much doing in cut nails. A slight improvement is to be noted in the demand for horseshoes. Coach screws and sleigh shoe bolts are a little lower in price. Rope, on the other hand, is ⅛ to ¼c. per lb. dearer. Seasonable lines generally are in fair demand.

BARB WIRE, ETC.—A great deal of difficulty is still being experienced in supplying the demand. Prices are irregular. Some houses are still holding at $2.50 delivered to points where the rate does not exceed 25c. per 100 lbs. Others again are holding at $2.50 f.o.b. Toronto, with freight allowance to the amount of 17c. per 100 lbs. Terms, 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE—Orders are coming in freely, but there is not the same difficulty in supplying the demand as in barb wire. Prices also vary in this line, some houses only pre-paying the freight on 1,000-lb. lots to the limit of 20c. per 100 lbs., while others still adhere to the 25 per cent. limit. Discounts, 27½ to 30 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days.

PLAIN WIRE, ETC.—Business is quiet. We quote: Tinners', coppered iron, and coppered spring, discount 27½ to 30 per cent. f.o.b. Toronto, Montreal, Hamilton and London.

WIRE NAILS—Manufacturers are exceptionally busy, nearly every one calling for the delivery of orders which have been booked. A good deal of delay is experienced in getting orders filled. We quote $2.04 in carload lots and $2.15 in lesser quantities, delivered at Toronto, Hamilton, London, or points where the freight rate from Pittsburg is the same as to these cities; to places where the rate is higher than to these points excess will be added.

CUT NAILS — Trade is quiet. During the past week prices have been changed two or three times, but at the moment the old figures again appear to be ruling. Base price, $1.74 Pittsburg, duty included; freight to be added; at Toronto $1.95 is being quoted.

HORSESHOES — Trade has been a little better during the week. Prices unchanged. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

HORSE NAILS—Business is without feature. Discount is unchanged at 50 per cent.

SCREWS — The demand is good. Discounts are now: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Trade is quiet. Discounts, 10 to 12½ per cent.

BOLTS—Business is fairly active. The discount on coach screws has been increased to 80 per cent. Discounts are: Common bolts, 3-16, ¼, ⅜ and 5-16, 70 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.: machine bolts, 70 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb.

BRASS BUTTS — Business is quiet and prices unchanged. Discount, 17½ per cent.

RIVETS AND BURRS — There is just the usual trade being done. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other

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DURABLE
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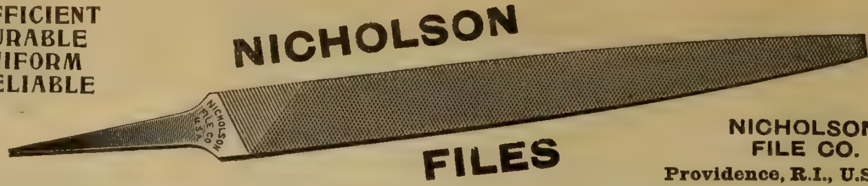

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FILE CO.
Providence, R.I., U.S.A.

The Marlin Repeater

Model 1894

Has a Solid Top Receiver and Ejects at the Side.

It is at once the safest and most convenient, while also combining in a superlative degree the essentials, **strength and simplicity**, owing to the fewness of parts and the consequent general solidity. It is of course made in all styles. Two popular calibres are the

AND

These are two of the sizes of the Model 1894. All lengths and styles of barrel and magazine. Regular and Take Down. Send for catalogue to

THE MARLIN FIRE ARMS CO.

For Sale by all Jobbers. **NEW HAVEN, CONN., U.S.A.**

To Whet a Scythe...

properly requires a good Scythe Stone.

Pike's ***BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND***

are positively the best on earth. ***Scythe Stones***

Pike's Lily White Washita OIL-STONE has no equal for mechanics' tools.

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The Pike Mfg. Co., Pike Sta., N.H.

WINDOW GLASS

We have a large stock of glass, Star, Diamond and Double, all in splendid condition and well assorted; Also Enamelled, Rolled and Cathedral tints. Send your specification and we shall quote you lowest prices.

A. RAMSAY & SON

MONTREAL

Establised 1842.

rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—Trade is more active. Prices are ⅛c. higher on sisal and ¼c. per lb. higher on manilla rope. We quote: Sisal, 7-16 in. and larger, 5⅜c.; ¼ and 5-16 in., 6⅜c.; ⅜ in., 5⅞c.; 3-16 in., 6⅞c. Manilla, 7-16 in. and larger, 7⅛c.; ⅜ in., 7⅜c.; ¼ and 5-16 in., 8⅛c.; 3-16 in., 8⅝c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Only an occasional order is being received. Discounts, 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Business is quiet. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

HARVEST TOOLS—Business continues fair. Discount, 60 and 10 per cent.

SPADES AND SHOVELS—A good many orders for the cheaper grades are still being received. Discount, 45 per cent.

BUILDING PAPER—Trade is improving nicely this week. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Business is fair. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—An increased business both in tinware and graniteware has developed during the week.

MILK CAN TRIMMINGS—Are still being called for; also made-up cans.

HINGES—Are going out freely. We quote: Screw hook and hinge, 6 to 10 inch, $3.40 to $3.50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—The conditions are much about the same as a week ago, a fairly good sorting-up trade being done.

SCREEN DOORS AND WINDOWS—Business is good, having improved during the week.

POULTRY NETTING—Is still in active request. Discount, 67½ per cent.

GREEN WIRE CLOTH—A fair trade is reported. We quote: $1.35 per 100 square feet.

GARDEN HOSE—Business continues good. We quote: Standard brands, 72½ per cent.; "Competition," or "Trade," 77½ per cent.

PLUMBERS' SUPPLIES—Trade is still fairly good on country account.

CEMENT—As usual at this season, business is improving. We predict that later on in the year Canadian cements will be scarce, owing to the preference the Government is giving Canadian manufacturers. Large orders have already been placed for the Trent Valley Canal, so that Canadians will find it difficult to keep up with orders. On this account there will likely be a steady rise in price. As yet there is no change. We quote in car lots: Canadian Portland, $2.40; English do., $2.50; Belgian do., $2.50; Canadian hydraulic cements, $1.10; calcined plaster, $2 per barrel.

METALS.

There is not much that is new to note in metals. Sheet steel, black iron and galvanized iron are fairly active. The demand for sheet zinc has been exceptionally good.

METAL COVERING FOR BARNS

Fire Proof. Lightning Proof. Storm Proof.

RETURNED
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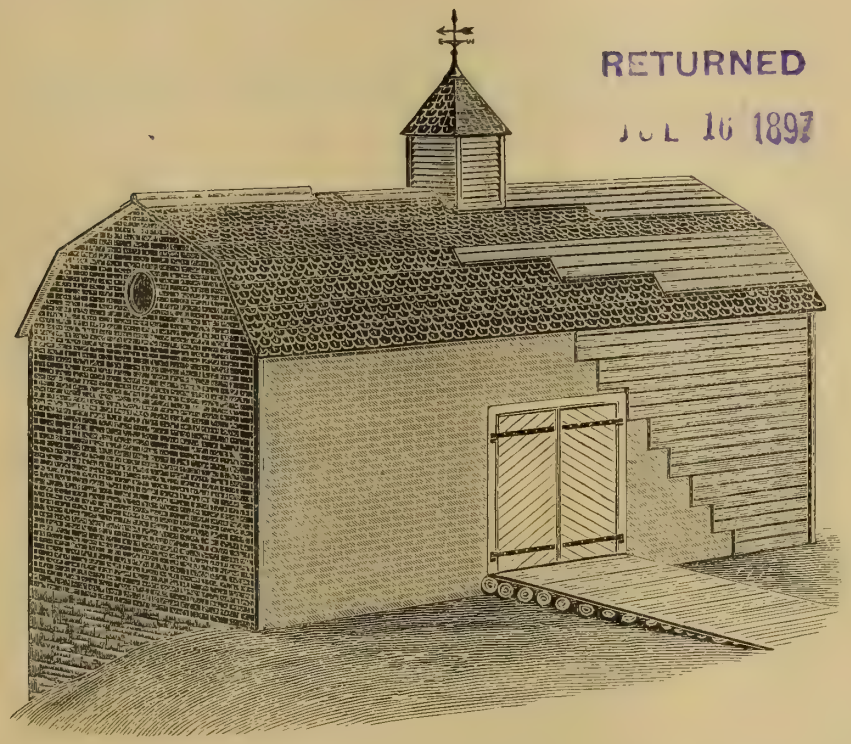
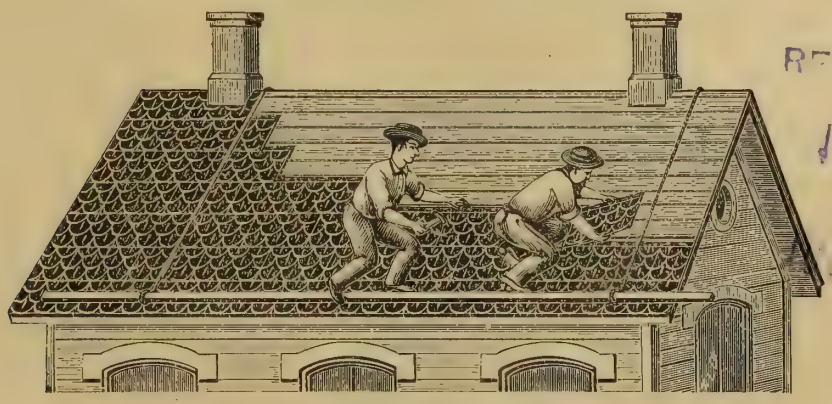
Do You Know of Anyone Building A Barn ?



Why Not Sell . . Them a Pedlar Metal Roof ?

Cheap as wooden shingles. THE PEDLAR SHINGLE will last a lifetime.



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EASY TO APPLY.

THE PEDLAR SHINGLES are now being used for covering all modern barns.

IT WILL PAY YOU TO HANDLE THEM.

THE PEDLAR METAL ROOFING CO.

J. H. ASHDOWN, WINNIPEG,
Agent for Man. and N.W.T.

Oshawa, Ont.

About the only change to note is a decline in the price of tin plates.

PIG IRON—Is quiet and unchanged. It is thought in the United States that the price of iron ore is now as low as it can be laid down at lower lake ports, and there is a rather better feeling in regard to pig iron as a consequence. Quotations, Toronto, are: Southern soft, $15.50 for No. 1, and $15.15 for No. 2; Southern foundry, $15.75 for No. 1; $15.25 for No. 2, and $15 for No. 3; Hamilton iron, $15 for No. 1.

BAR IRON—Trade continues dull, with the base price nominally unchanged at $1.45 to $1.50.

SHEET STEEL—Although prices are much about as before for ordinary quantities, we understand there has been some shading on quantities. Business has been active. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

BLACK IRON—Is going out freely. We quote as follows: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

GALVANIZED IRON—Business is much about the same as last week, namely, active. Prices are firm. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26,4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON — The demand is still good. Stocks of standard sizes, 22 x 24, are low. We quote as follows: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS — Trade continues fair. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Business is moderate. Discount, 60 and 10 per cent.

PIG LEAD—Some nice sales have been made during the week at firm prices. We quote: 3½c. in ton lots and 3⅝c. in small lots.

INGOT TIN—Trade is steady. We quote 15¾c.

INGOT COPPER—Trade is quiet at 12¼c. for large lots and 12½c. for small lots.

SHEATHING COPPER—There is very little doing outside braziers' copper. We quote: Case lots at 14¾c., and smaller quantities at 15¼c., according to number of sheets.

IRON PIPE—Orders are coming in freely, but they do not cover large lots. We quote per foot net: Wrought, ¼ to ⅜-inch, 1⅞c; ½-inch, 2⅜c.; ¾-inch, 2⅞c.; 1-inch, 4c.; 1¼-inch, 5¼c.; 1½-inch, 6¾c.; 2-inch, 9¼c. Galvanized, ½-inch, 4c.; ¾-inch, 4¾c.; 1-inch, 6¾c.; 1¼-inch, 10¼c.; 1½-inch, 11½c.

BOILER TUBES—Quiet and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS — Business is fair. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—About the only thing being done is in the way of booking orders for import. We quote: Half-polished, 52 sheets, $2.50; and all-bright, $3.

TIN PLATES—Prices are a little easier in coke plates. Trade in both charcoal and cokes is brisk. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN— Business is quiet. We quote: ¼ in., 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

SHEET ZINC—The demand has been exceptionally good for a month past. Stocks in the standard sizes up to a few days ago were low and it was found difficult to supply the demand. Prices are firm. We quote: Cask lots, 5¼c.; small lots, 5½c.

TERNE PLATES — There is still virtually no supply in the local market. We quote: I C, $6; I X, $8.

ZINC SPELTER—Dull. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

SOLDER — Trade remains fair. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY — Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

Trade is dull. Quite a quantity of American wrought was sold in Montreal as duty was lowered to $1 per ton. In finer metals, such as copper, brass, lead and zinc, trade is good. Demand is good for rags, as the anticipated duty on woollens entering the United States caused all Canadian stock to be shipped over. Wrought iron is $1 per ton lower. We quote as follows: Agricultural scrap, 40c. per cwt.; machinery cast, 42½c. per cwt.; stove cast scrap, 25c.; No 1 wrought scrap, 40 to 45c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3 to 3¼c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

Glass stocks are well assorted, but the demand is not active. We quote window glass: First break in 50-foot boxes, $1.35, and in 100-foot boxes, $2.60, Toronto, Hamilton and London.

PAINTS AND OILS.

Cold, raw and unseasonable weather has checked the spring rush in colors and paints in all departments except in white lead, a lessened output being reported amongst the manufacturers. White lead is firm in price, and an advance is looked for in the near future as there is a lively demand everywhere for this useful pigment. The corroders of white lead have gradually been advancing their quotations for several months, and it is felt that an advance in Canada cannot be much longer delayed. Red lead, litharge and orange mineral are held firmly with every prospect of higher figures. Varnish gums are steady. Gum shellac may be advanced a notch to 26c. per lb. for case lots. Dry colors, quiet without special feature. Paris green, considering it is the first week in June, when the potato bug is supposed to be revelling in "pastures green" is decidedly flat. The cold weather has checked the development of the Colorado beetle, who delights in a warm, moist environment. Turpentine down south has remained low, which forced the association to the step noticed in last week's issue of reducing the price 2c. This week, however, prices have been again put back to where they were before. Linseed oil remains the same, but English quotations are much higher. The price in castor oil has stiffened up. Glues, kalsomining glues and varnishes are in good demand.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

GUM SHELLAC—30 to 35c.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

SEAL OIL—Is quoted at 5½ to 6c. and yellow seal at 4¼ to 5c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY— In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 43c.; 5 to 9 barrels, 44c.; Boiled, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 42c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal are 2c. less than the above.

COAL.

Anthracite is quoted at Buffalo and bridges: Grate, $4.01; egg, $4.24; stove, $4.24; chestnut, $4.24. There is not a great deal doing.

MARKET NOTES.

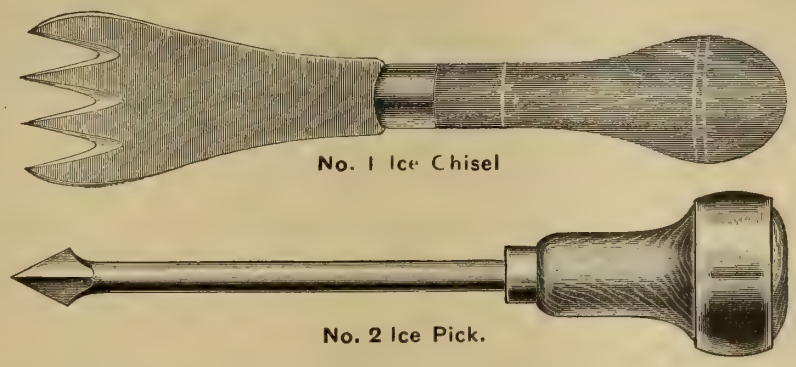
Turpentine has advanced 2c. per gallon.

Sisal rope has advanced ⅛c. per lb. and manilla rope ¼c. per lb.

The Canada Paint Co. have received two carloads of clear, bright linseed oil at their

THE KNAPP & COWLES MFG. CO. BRIDGEPORT, CONN., U.S.A.

Send for Catalogue of Full Line of Family Ice Tools and Hardware Specialties. . . .



No. 1 Ice Chisel

No. 2 Ice Pick.

Cast Steel Blade leaded into hardwood handle.

Tempered Cast Steel Blade with wood handle and malleable band.

Toronto works and their patrons can rely upon good packages and prompt shipment.

The discount on coach screws has been increased to 80 per cent.

Coke plates have been reduced in price, being now quoted at $3 to $3.10.

H. S. Howland, Sons & Co. report the receipt of a great many orders for fly window screens and doors.

The price of billets in both the United States and the leading European countries is at the lowest point on record.

Mr. S. J. Grier, of 108 Queen east, Toronto, reports that the new Oxford ranges are giving complete satisfaction. He claims to have received twice the number of orders this spring that he did last spring.

UNITED STATES MARKET.

NEW YORK, June 4, 1897.

PIG TIN—The arrivals here were quite liberal, amounting to about 150 tons, and, coupled with lower London cables, this new supply had sufficient weight to depress prices slightly. Straits could doubtless have been secured at 13.55c., ex store or on dock, in lots of five tons or more.

COPPER—There is an absence of vigor to business and negotiation, to all accounts, reflects a very conservative tendency on the part of buyers generally. Values naturally lack pronounced firmness, but are without quotable change. Lake Superior ingot is quoted at 11 to 11¼c., electrolytic at 10⅝ to 10¾c. and casting stock at 10⅜ to 10⅝c., according to brand.

PIG LEAD—There was nothing more than ordinary business or demand, and prices remain almost stationary at about 3.25c. for common domestics, prompt or near future delivery. London cable quoted £11 18s. 9d. for soft Spanish.

SPELTER—Merely ordinary business was effected, and demand continued light, but sellers hold their prices firmly at 4.20 to 4.25c. for delivery here or at common point.

IRON AND STEEL—There were no distinctly new features in the market for either crude material or finished products. Dealings generally are of ordinary character, and prices remain without radical change.

A BUSY CONCERN.

Never before in the history of the cycling trade has there been such a strain upon the manufacturer, in catering to the diversified tastes of riders, and never before in the history of the Iver Johnson's Arms & Cycle Works, has this company been better able to meet such demands.

Anyone examining their 1897 models cannot fail to note the symmetrical lines and general artistic finish of same, every detail being in perfect conformity, one to another, the whole "make-up" of their machines fully demonstrating their efforts to please their customers and to maintain, regardless of cost, the reputation they have already attained.

The evidences of prosperity are most marked, and the Fourth of July demands are driving their fire arms factory to its utmost capacity, which is inadequate to satisfy their customers, on their "Iver Johnson" safety automatic revolvers and "Iver Johnson" single-barrel shot guns.

THE DUTY ON BARBED WIRE.

The barbed wire manufacturers of Canada have not yet given up hope of obtaining a greater measure of protection than they now enjoy under the new tariff.

It will be remembered that the old tariff accorded a protective duty of ¾c. a lb. on barbed wire, which, according to the present price at Pittsburg, would be equivalent to an ad valorem duty of 45 per cent.

The present tariff imposes a duty of only 15 per cent. until the 1st of January, after which the product will be free.

The manufacturers are now circulating a petition for the signatures of the hardware merchants, asking the Government to give them a protection of 35 per cent.

PERSONAL MENTION.

Mr. W. Smail, of the Canada Horse Nail Co., Montreal, was in Toronto on Thursday. He was en route west.

Mr. A. Chatfield, of Chatfield & Co., St. Catharines, was in town Tuesday last. He says business is not very brisk across the lake, but he has closed a contract with McLarin & Co. for the steam heating of their new departmental store, work to be commenced about July 1.

Business must be brisk with the representatives of the Canada Paint Co. Mr. R. A. Webster, who travels for this company in Quebec, Montreal and the Ottawa district, has ordered from the Gendron Manufacturing Co., Toronto, a baby carriage of the most elaborate Jubilee style.

: : YOU MAKE MONEY BY SELLING : :

Cavalier and Pelham Bicycles

Search Light Lamps, Christy Saddles,
Standard Cyclometers, Etc.

CAVERHILL, LEARMONT & CO. - MONTREAL.

SOLE CANADIAN AGENTS.

Plumber and Steam-Fitter

WHAT IS A PLUMBER?

A NORWICH, Conn., correspondent of The Plumbers' Trade Journal writes that paper as follows : "The plumbers of this city have a great many grievances which are going the rounds just at present. One of the most serious which is doing harm to the master plumbers is that there are quite a number of men in this city who call themselves plumbers, doing work just to get a day's wages out of it. They have no shop rent to pay or any other expense. All they have is a fire pot and a few tools. The argument they use to the people for whom they do work is 'We don't want enormous profits; those other fellows here have been robbing you,' and other such nonsense. The majority of the people believe these men to be plumbers, but I do not. Some of them have worked a few months as helpers, others have not worked a day at the business, while still others have worked at the machinist trade.

"The Board of Water Commissioners have lately drafted new rules and regulations, and each man to engage in the business of plumbing must furnish a bond of five hundred ($500) dollars. These men have all obtained bondsmen and are doing work just the same as usual. Now the question is asked among the trade, 'What are we going to do?' I can answer that very easily. The only way would be to organize. What we need here very badly are rules and regulations governing plumbing and we never will get them until we organize.

"The journeymen in this city should also take some active steps in regard to this matter, for I think it affects them as much as it does the master plumber, and the sooner we get down to business the better it will be for us all. Another bad feature is the rotten sub-contracting system. It has been so lately that every job is auctioned off. The general building contractor takes the whole job and sublets each part of the work, such as plumbing, tinning, etc., and before the job is let each knows what the other fellow's figures are. If we were organized we could soon put a stop to this kind of business, simply by not figuring for anybody except the owner, and, of course, if he had a preference, why well and good, but we need not let anyone else euchre us.

"A prominent architect told me to-day that he wished it could be arranged that each contractor on a job might put in his own bid instead of giving it to one man to contract to various trades, and I say plumbers of Norwich, both masters and journeymen, if you have any respect for the business that gives you a living, you ought to do something and do it before it is too late.

"Just think of a plumber giving his bid to a mason or carpenter! Why do they not give their bids to us, we have just as much right to get their bids as they have to receive ours. I also hope that the journeymen will organize, as I think it would be for their benefit to do so, and if the journeymen get together I know the masters will, and work in harmony with one another, and we will soon show the public that a man or set of men who can cut a thread on a piece of iron pipe or solder a leak in a tin can is not a plumber. We will educate them to what good plumbing is. If you had a pair of shoes to repair, would you take them to a harness maker simply because he worked with leather? Certainly not. Then why is every Tom, Dick and Harry called a plumber because he can solder a tin can?

NOT KNOCKING FOR ANNEXATION.

Canada is knocking at our doors. With a national organization formed since our last convention comprising several hundreds of the best men in the trade in the province, she in a friendly spirit of good-will asks if some sort of social intercourse cannot be established between the trade of these two great countries. They have organized on the same lines as our own national body, and if the parental hand of our father association be extended her, the encouragement will be such as to give renewed energy to their efforts in bettering the Canadian trade and the existing poor condition of Canadian plumbing.—Plumbers' Trade Journal.

WALKERTON'S NEW TOWN HALL.

The contract for a $10,000 town hall for Walkerton was awarded on Tuesday to Mr. H. Clark, of that town, whose figure for the whole contract was $9,650. The plumbing and heating was secured by W. J. Whitlock at $1,000.

THE LOSS OF HEAT.

The following is an extract from a paper read by W. T. Hatch before the Providence Association of Mechanical Engineers :

The loss of heat from a building varies directly with the difference beiween the inside and outside temperatures ; that is to say, supposing the conditions as to winds and clouds to be the same, that there is no feed water to heat, and no incidental heat from within to raise the inside temperature —then with the inside temperature at 70 degrees the building loses twice as many heat units at 40 degrees outside temperature, which is 30 degrees below 70 degrees, as it will at 55 degrees, which is 15 degrees below 70 degrees.

The loss of heat from a building is principally due to conduction and radiation, contact of cold air or wind, and the air leakage, varying largely with the perfection of ventilation provided for. These losses are variously estimated by different authorities, and no doubt vary considerably in individual cases, depending upon the thoroughness of construction, the quality of materials employed and the exposure. In the case before us I have made use of coefficients published in a treatise by the B. F. Sturtevant Company and credited by them primarily to the German Government, and secondly to Alfred R. Wolff, M.E., in "The Heating of Large Buildings." These co-efficients give the loss in heat units per square foot per hour per degree difference between inside and outside temperature for various materials and thicknesses. For our case they are as follows .

Brick walls 20 to 24 inches thick	0.22
Single glass windows	1.215
Double glass windows	0 572
Roof, taken as masonry 10 inches thick	0 35

Our building has approximately 65,000 square feet of brick walls exclusive of windows ; about 14,000 square feet of single windows ; about 7,000 square feet of double windows, and about 42,500 square feet of

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

. . ISLAND CITY . .

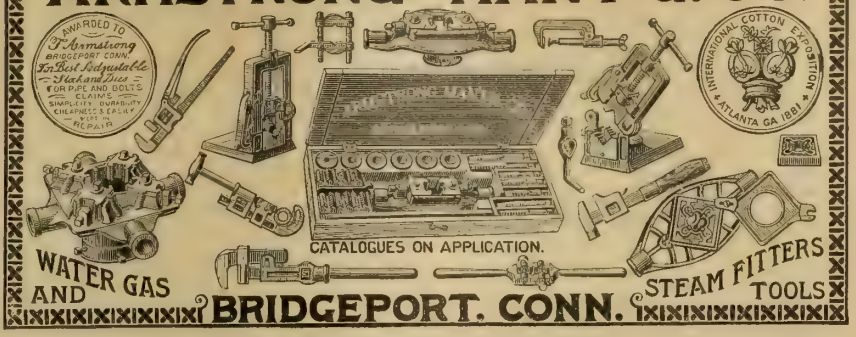
Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

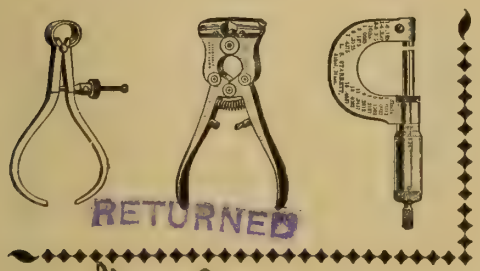
ARMSTRONG MAN'F'G. CO.



CATALOGUES ON APPLICATION.

WATER GAS AND STEAM FITTERS TOOLS

BRIDGEPORT. CONN.



STARRETT'S

MACHINISTS'

. . FINE TOOLS

Large Assortment Kept in Stock. Send for Illustrated Catalogue.

MECHANICS' SUPPLY CO., 96 ST. PETER STREET QUEBEC

IMPROVED

WANZER

LAMP AND OVEN

Best Light	Non-Explosive
Roasts	Broils
Bakes	Steams

without impairing the light.

Several hours Lighting and Cooking for one cent. We want to reach the public through the trade. Liberal discounts. For prices and information write The

WANZER LAMP & MFG CO.
HAMILTON.

WANZER.

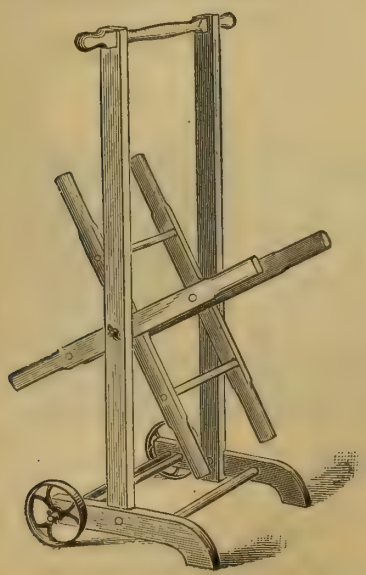
CANFIELD'S MOULDED RUBBER GOODS

RUBBER HEADED NAILS.
GLASS GAUGE
GASKETS, RINGS, BUMPERS.
BOILER GASKETS

SMALL RUBBER GOODS

MOULDED RUBBER GOODS

H.O.CANFIELD - BRIDGEPORT, CT.



GARDEN HOSE, REELS, LAWN SPRINKLERS, NOZZLES, COUPLINGS, MENDERS, PLIERS.

(Write for Price and Discount.)

Ontario Lead and Barb Wire Co. Ltd. Toronto

BRANCHES

(Hamilton Barb Wire and Nail Co.) HAMILTON

(Western Wire and Nail Co.) LONDON

roof. These co-efficients multiplied by their respective surfaces give us :

	Heat units.
65,000 × 0.22 =	14,300
14,000 × 1.215 =	17,000
7,000 × 0.572 =	4,004
42,500 × 0.35 =	14,875
Making a total of	50,189

per hour per degree difference between inside and outside temperature. To this sum is to be added 15 per cent. to compensate for the effect of winds and the continual opening of doors, and to this an additional 80 per cent. for the effect of ventilating, which, taking the various fans in the building into account, produces the equivalent of a complete air change for the entire building every 20 minutes ; making the total loss of heat 103,888 heat units per degree per hour ÷ 966, the number of heat units liberated per pound of exhaust steam condensed, equals 107.5 pounds per degree per hour, or 1.79 pounds per degree per minute, and this value applied to the difference between the inside and outside temperatures gives us the theoretical result. From the foregoing it appears that the observed and theoretical rates of condensation agree fairly well ; in fact, a closer agreement would almost raise the suspicion of one or the other being too good to be true.

PLUMBING NOTES.

John Pearl, a plumber of Welland, Ont., has assigned to W. W. Robinson, Hamilton.

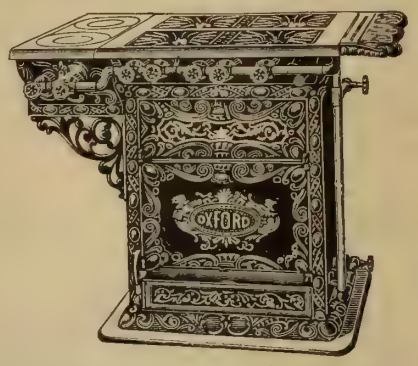
V. Lapointe & Co., plumbers, of Montreal, have started business with Louis Jette as registered proprietor.

Purdy, Mansell & Mashinter have contracts for the plumbing, heating and lighting of a residence on King street for Mr. M. E. Conboy, and of a dwelling for Mr. R. Forbes, of Hespeler, Ont.

These building permits have been issued by the City Commissioner, Toronto : H. and C. Blatchford, 114 Yonge street, repairs and alterations, cost $1,500 ; Citizens' Milling Co., Elizabeth street, two brick storehouses, cost $1,700 ; R. Northcote, alterations to dwelling house on the Island, cost $600 ; W. G. Gooderham, residence on the Island, cost $7,500 ; R. Donald, residence on Hooper street on the Island, cost $1,200, and Mr. Moore, residence on the Island, cost $2,800.

OXFORD GAS RANGES.

The Gurney Foundry Co., Ltd., are this year manufacturing a new line of Oxford gas ranges, which they claim are a great



improvement on former years' productions and possess commanding features of merit.

The ranges themselves are exceedingly handsome. All tubing, valves and connections are nickel-plated, and ornamental panels are placed on each oven door. As regards the workmanship, great care has been taken. The castings are smooth, clean and made from the best ores.

The design of the body is original and exceedingly modern and attractive. The two ovens for baking and roasting are both large and convenient ; one may be heated to a much higher temperature than the other.

Neither have the manufacturers over looked the fact that the burners are of immense importance in a gas stove. A choice is given to the purchaser of the several varieties that they handle. All parts of the range in contact with the flame are protectted by asbestos, thereby preventing loss of heat by radiation.

The style of the range itself is a great convenience in cooking, but this property is further looked after by the deep spring-balanced oven door and the four top burners. They are made in different sizes and with or without the water-heater.

SILVER-LEAD SMELTING.

Sometime ago the owners of silver-lead smelters in British Columbia were promised aid, but so far the owners of the smelters have been unable to obtain the money so promised. A few days since Col. Prior asked for a definite explanation of this state of affairs. Sir Richard Cartwright, in reply, stated that owing to the pressure of business the matter had not come before the Government for final consideration. He stated also that some questions had arisen in regard to the construction of the Act, and that these had been referred to the Department of Justice, pending a reply from which he was unable to give definite information.

A TWIST OF THE WRIST
AND YOUR CHAIN'S ADJUSTED.
Wolff-American
High Art Cycles.
have the only perfect
ECCENTRIC ADJUSTMENT.
Single Models - $100
Tandems - - $150

REPRESENTATIVES :
Dorken Bros. & Co.
MONTREAL
DISTRIBUTING DEPOTS :
Montreal - J. Millen & Son
Halifax - DeWolfe, Son & Co.
Ottawa - Graves Bros.
Toronto - Geo. B. Meadows & Co.
Hamilton - Hamilton Hardware Co.
London - Rogers Electric Co.
and all large centres.

"It's the Wick Does the Trick"
Wolff-American
High Art Cycles.
Have
Self-Oiling Bearings.
REQUIRE NO ATTENTION — HOLLOW AXLE CONTAINS WICK HOLDING ENOUGH OIL FOR 1,500 MILES OF RIDING.
Duplex for Two Riders.
EASY TO RIDE, SIMPLE TO GUIDE.

Binder Twine

Warranted

PURE
MANILLA

650 ft. to the lb.

BLUE RIBBON **RED CAP**
BLUE CROWN **RED CROWN**
STANDARD **WHITE SISAL**

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manilla and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to prison twines. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture; we are, unfortunately, owner of some of it, which we offer at the market price for prison twine. Prices and samples of our own brands will be furnished on application.

Consumers' Cordage Co.

MONTREAL

UTILITY OF ACETYLENE GAS.

The Acetylene Gas Machine Co., of Niagara Falls, Ont., are the sole owners of the only practical machine for the generation and utilization of acetylene gas, and are meeting with very fair success, considering the short period in which they have been engaged in their new venture.

HARDWARE AND METAL called at their office in Toronto last week and was shown the new light in comparison with the light generated from the local gas company. The difference was very noticeable, the light from the new system being much whiter and brighter. We were informed that the cost was less than one-half that of the ordinary gas, as it is guaranteed not to exceed 55c. per 1,000 cubic feet, and the general charge paid gas companies ranges from 90c. to $1.50 per 1,000 cubic feet.

This gas gives off less than two-thirds the heat of an ordinary gas jet, and is simple and perfectly automatic in its operation, its care requiring no more knowledge of machinery than the management of an ordinary cooking stove.

For private houses, offices, stores, churches and factories, where a clear, bright, steady light is required, it cannot be equalled, even by electricity.

The company has just completed the installation of the system in the Methodist church of Aurora, and has received encouraging reports from that quarter as to the satisfaction it is giving.

RECENT INVENTIONS.

J. W. Cook, photographer, of Caledonia, has invented a non-refillable bottle, and claims it to be the only perfect one ever invented. Chicago and Buffalo capitalists are said to be negotiating for the United States patent. The inventor is quite a genius, having also an invention to prevent leakage in ships, and a tailor's rule.—Hamilton Herald.

THE SLEEMAN-STEELE CAR FENDER.

A severe test was given the Sleeman-Steele fender in Guelph the other day by the use of a bag of malt and a dummy figure. The test was satisfactory in every way, and it seems to have been reserved for the ingenuity of a Guelph man to perfect this needed life-saving apparatus. The Sleeman-Steele fender is worked by a crank-arm, attached to which is a trigger that covers the entire front of the fender. This trigger projects from 10 to 12 inches beyond the fender, and any object striking it causes it to fall back beyond the line of the fender, which immediately drops on the tracks and catches up the object. The patent has also other ingenious properties. The fender may be lowered by the motorman and may be attached to either end of the car. Its construction is said to be very simple.

Binder Twine.

HOBBS HARDWARE CO. London.

We have led, others tried to follow.

WE STILL LEAD.

: : : We Offer

PLYMOUTH
CENTRAL PRISON
CONTINENTAL TWINE CO.'S
DOMINION GOVERNMENT

} TWINES

Do you want a

Boat Varnish

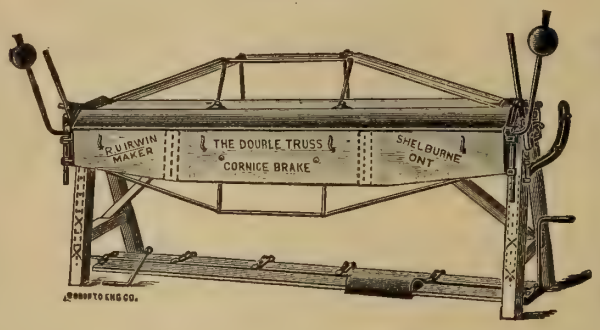
Which is Guaranteed Not to Turn White ?

If so, write us and discontinue supplying even the best grades of Carriage Varnishes for this purpose, as they are utterly unsuited. . . .

BAYLIS MANUFACTURING CO.

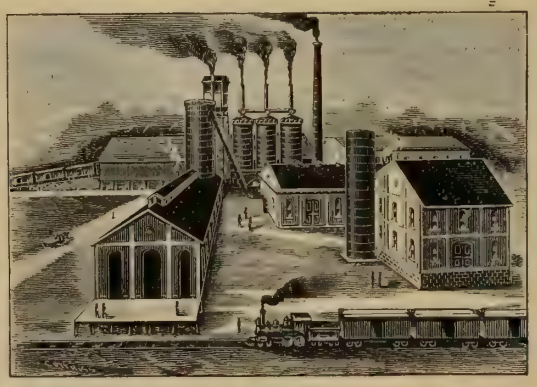
The oldest manufacturers of Varnishes in Canada

16 to 30 Nazareth Street, Montreal



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Hold Your Painters' Trade.

Hold it in the only safe and certain way—sell them SAFE Brushes, IMPROVED Brushes. Show them Boeckh's Flat Bridled Brush. Such a brush was never successfully bridled before Boeckh's Patent was issued. It fills a long felt want! Send for illustrated catalogue. Send to-day.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Blue Flame Oil Stoves

. . and . .

Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

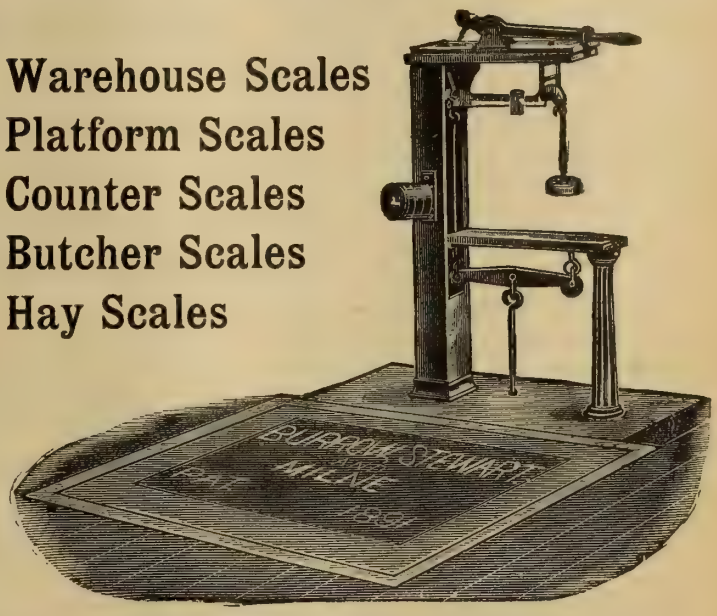
The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.

Imperial Standard Scales

Warehouse Scales
Platform Scales
Counter Scales
Butcher Scales
Hay Scales



We carry large stocks in Winnipeg and Montreal, and ship from these points.

Scales for all purposes, of every capacity, from 1 drachm to 100 tons.

Agents for Manitoba, Western Territories and British Columbia.
Merrick, Anderson & Co.,
WINNIPEG.

BURROW, STEWART & MILNE

MANUFACTURERS

Hamilton, Ontario.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.
W. L. Haldimand & Son,
MONTREAL

TORONTO PLATE GLASS IMPORTING CO.

WHOLESALE IMPORTERS OF

BUGLE BRAND WINDOW GLASS

Best prices on application for this celebrated brand of glass from **stock.**

Special Low Prices to import---summer and fall deliveries.

PLATE GLASS
BENT GLASS
BEVELLED GLASS
MIRROR GLASS
FANCY GLASS
STAINED GLASS
LEADED GLASS
SAND-CUT GLASS

135 and 137 VICTORIA STREET TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

HANNAH JOHNSTONE, furniture dealer, of Milton, Ont., has assigned to Alex. Couch.

J. E. Douglas, general storekeeper, Cacouna, Que., has assigned.

Rupert E. Sweet, general storekeeper, Country Harbor, has assigned.

Edward Reynolds, painter, Renfrew, Ont., has assigned to G. W. McDonald.

An assignment has been demanded of Joseph Elisee, general merchant, Cacouna Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Barber, Watson & Co. have started a general business in Listowel, Ont.

F. L. Young & Co., general merchants, Hereford, Que., have dissolved.

Frechette & Lymburner, machinists, of Montreal, Que., have dissolved partnership.

Grace Bros. & Co., of Kazabazua and Gracefield, Que., have dissolved. Thomas Grace continues.

The Crystal Filter Co. of Montreal have disolved. W. Walker is now trading under this style.

Dawdy & Adley, general merchants, Welland, Ont., have dissolved partnership ; Frank Adley continues.

Niven & Bell, who have been running a general store at Whitewater, B. C., have dissolved. F. C. Niven continues.

Lowe & Boylan, wagon makers and blacksmiths, St. Catharines, Ont., have dissolved partnership. J. F. Lowe continues.

Profit Bros., harness merchants, Alberton, P.E.I., have dissolved partnership. John T. Profit continues in his own name.

The F. Deslauriers Co., sash and door manufacturers, St. Henri de Montreal, have been succeded by Beauchamp & Deslauriers.

Alfred Rochette and Odillon Gingras are registered proprietors of the blacksmithing business carried on by Rochette & Co., Quebec, Que.

M. J. King, tinsmith, Lansdowne, Ont., has admitted D. A. Haig into partnership. Business will now be run under the style of King & Haig.

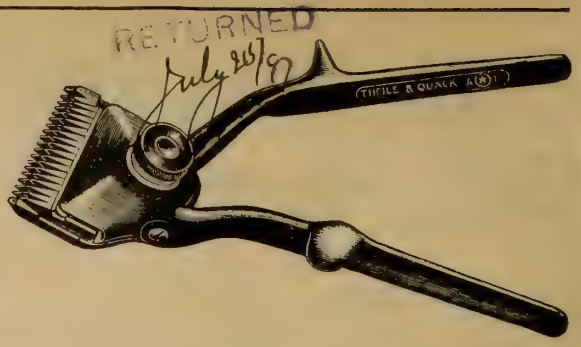
H. T. Bragdon & Co., who have been in the hardware business in Trail, B.C., have dissolved partnership. G. M. Willard is retiring.

The firm of Grace Bros. & Co., general merchants, Bouchette and Maniwaki, have dissolved partnership ; John and Wm. P. Grace continue together.

Zephrim Coutu and Alexis Coutu are registered proprietors of the general store of Chambly, Que., doing business under the style of Z. Coutu, Fils & Co.

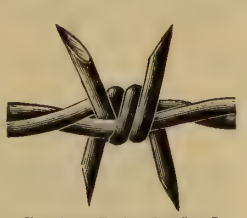
Jos. A. Bancroft, W. B. Sealy, W. N. Winchester and Geo. Armstrong have registered a co-partnership to do a general trade

Toilet Clippers

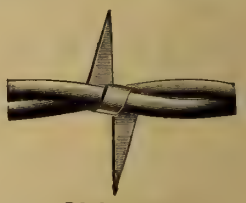


Lamplough & McNaughton
Sole Agents
MONTREAL

BEST GALVANIZED BARB WIRE


Cactus Interlocked

Genuine Glidden


Light Baker

4-point cattle has barbs 6" apart——hog 3" or 4" apart
2-point " " " 5" " —— " 3" apart

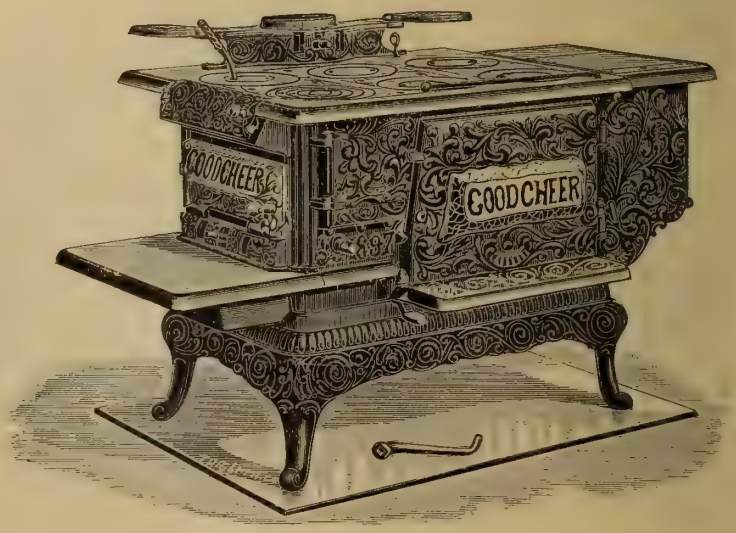
Galvanized Cable Fencing (No Barbs)

ALSO FENCE STAPLES AND WIRE NAILS. Annealed and Galvanized Smooth Fencing Wires, Annealed Baling Wire, Oiled Wire.
All products made direct from the ore under one management, and guaranteed equal in quality to any made.

Represented by
A. C. LESLIE & CO.
MONTREAL

OLIVER WIRE COMPANY
Pittsburgh, Pa.

Good Cheer Ranges



LARGE STEEL OVENS

✦ ✦ ✦

Three Styles Each—Square and Reservoir
With or Without High Shelves or Closets
Coal and Wood, or Wood Only

ALL "GOOD CHEERS" GUARANTEED PERFECT

Sold by Leading Dealers Everywhere.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

Now is the time to send in your Spring Orders for

ALABASTINE

A full line of ***Brandram's Genuine Imported Lead*** in stock.

WILLIAM HILL

327 St. James Street, - - - **MONTREAL**

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

R. DILLON,

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .

John Morrow Machine Screw Co.

Ingersoll - Ontario

The Niagara Falls Metal Works Company, Ltd.

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

in Roundhill, N.S., under the style of S. E. Bancroft & Co.

Chas. Hostermann, Noah Graves and Chas. D. MacKay have registered a copartnership to carry on a carriage business in Halifax, under the style of Hostermann, Graves & MacKay.

SALES MADE AND PENDING.

The general stock of Wm. Jamieson, of Hillsdale, N.B., has been sold by auction.

The assets of F. Jacobi, oil merchant, Montreal, Que., have been sold at 52c. on the dollar.

The assets of W. W. Redill, tinsmith, South Indian, Ont., are to be sold at auction on the 5th inst.

W. Cousins, who has been keeping a general store in Medicine Hat is selling out and moving to Slocan City, B.C.

CHANGES.

Adolphe Labelle, a saddler of St. Jerome, has started business.

W. H. Patterson has commenced business in tins in Harriston, Ont.

R. S. Wellwood is opening out a general store in Plumas, N.W.T.

Thomas Holmes, a tinsmith of Russell, Ont., has started business.

Caster & Co., Bolton, have sold out their general store to Jos. Calhoun.

Jas. N. Macdonald has opened out a general business at Westville, N.S.

Telford & Co., general merchants, Leduc, have been succeeded by R. E. Douglas.

James N. Davidson, of Aikenside, Man , has sold his general stock to C. A. Wagoner.

Mr. S. Y. Harper has started a blacksmithing business in St. Catharines, Ont.

Beaumont Shepherd has been registered proprietor of the Wharf Scales Co., Montreal.

Marvin & Tilton, hardware merchants, of Victoria, B.C., advertise that they are giving up business.

Joseph Brunet and Chas. C. Tison are registered proprietors of the Montreal Aluminum Works Co.

Levi B. Donkin, recently a dealer in tinware and stoves, of Springhill, N.S., has registered consent for his wife, Emma K. Donkin, to do business in her own name.

Ulderic Brien and Joseph Guilbault, dit Grandbois, have registered proprietors of the painting and paperhanging business of Sherbrooke carried on under style of Brien & Guilbault.

FIRES.

R. Whiting & Co., furniture dealers, of Alvinston, have been burnt out.

Samuel Higgins, carriage maker, of Woodstock, has been burnt out.

The Gartshore Thomson Pipe and Foundry Co., of Hamilton, have sustained loss by fire. They were insured.

Walter Stewart, who has been running a saw and planing mill and also an electric light plant at Lucknow, has been burnt out.

DEATHS.

A. Tegart, saddler, of Schomberg, is dead.

Omer Carrier, of Carrier, Laine & Co., founders, of Levis, Que., has died.

J. A. A. Audet, who has been running a general store in St. Anselme, Que., is dead.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

IF YOU WANT TO

ADVERTISE anything, ANYWHERE

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.

ADVERTISING DEPARTMENT

MONTREAL - - TORONTO

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

(Joseph Lea, manager)

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

TRADE MARK J REGISTERED

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, June 4, 1897.

These prices are for such qualities and quantities as are usually ordered by retai ealers on the usual terms of credit, the owest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, per foot, net, ¼ to ⅜ inch, 1⅞c.; ½ inch, 2⅜c.; ¾ inch, 2⅞c.: 1 inch, 4c. 1¼ inch, 5¼c. 1½ inch, 6¾c. 2 inch, 9¼c. Galvanized, ½ inch, 4c. ¾ inch, 4¾c. 1 inch, 6¾c. 1¼ inch, 10¼c. 1½ inch, 11½c. Cast, soil, 2, 3, 4 and 5 inch, 60 and 5 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
'Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 40
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	....	0 08
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Casks	0 13½
50-100 lb. kegs	0 14
25-lb. Irons	0 14½
1-lb. Boxes	0 15

Sulphate of Copper

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 65
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
And ex. No. 1 Carriage	....	1 60
Gold Size Japan, per gal.	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 20
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal. net	0 41	....
Boiled, per gal. net	0 44	....

F.O.B. Toronto, Hamilton or London. 5 bbls. 1c. per gallon less. Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	....	0 42

F.O.B. Toronto, Hamilton or London. Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 08½
Smal lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smallei gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss ... / " Sewing, per gross..	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 70 p. c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 and 5 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 77½ p.c.

Boring Machines.

Complete, with augers, each..	5 00	7 50

Braces.

Barbe s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
llar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to ch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 75
Belgium "	2 50
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn s, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem, from $1.25 to $7 net.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	....	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 0

HANGERS.

Door, 4 and 5 inch, per pair..	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per 100 lbs	3 40	3 50
12 in. up, per 100 lbs	2 40	2 50
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 35	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P,, pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 0

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz.... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross.... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ to p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 30 p.c.
Round Head, discount 25 p.c.

MALLETS.

Tinsmiths', per doz.... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz.... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Basis—50 to 60 dy. $1.74 Pittsburg, duty included.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.

Wire Nails, basis, $2.04 on carload lots and $2.15 in less quantities, delivered Toronto, Hamilton, London, and to places where freight from Pittsburg is same as to these cities; other places where rate is higher, excess is added. Terms, 4 months or 3 off and 30 days; delivered in lots of 10 kegs or more.

Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross.... 3 38 4 00
Diamond.... 12 00 15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral.... 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.... 2 25 3 30

PENCILS.

Dixon's, per gross.... 1 00 4 25
" Carpenter.... 2 25 3 60

PICKS.

Per doz.... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.... $ 50 00
No. 38 Hand Machine, range 1½ to 4.... 100 00
No. 56 Hand Machine, range 2½ to 6.... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.... 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz.... 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 5 p.c.

POPPERS.

Corn, square, per doz.... 1 35 2 00

PRUNING SHEARS.

Per doz.... 4 00 5 50

PULLEYS.

Hothouse, per doz.... 0 55 1 00
Axle.... 0 22 0 33
Screw.... 0 27 1 00
Awning.... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, 70 to 70 and 5 p.c

PUNCHES.

Saddlers', per doz.... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set.... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per lb.... 1 75 01⅞
Tins, lbs.... 2 50 2 75

RAIL.

Barn door, per foot.... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz.... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	5¼	00	6⅞
¼, 5-16, ⅜ in....	6⅞	00	8¼
Cotton....		15	17
Russia Deep Sea....		00	13
Jute....		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire.... 0 55 0 90

SASH CORD.

Per lb.... 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs.... 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen.... 0 40 0 70
"Empire," McMillan & Haynes, per ft.... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each.... 0 75 2 75
frame only.... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.... 0 00 7 50
Whiting.... 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent

SCRAPERS.

Box, per doz.... 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 2 20 4 50
Door, per doz.... 7 10

SCREW DRIVERS.

Sargent's per doz.... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c and 10.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz.... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.... 2 30 2 45
" black.... 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme.... 3 00 5 00
Lock, Andrews'.... 4 50 11 50

SOLDERING IRONS.

Per lb.... 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English.... 1 8 5 00
Iron, American.... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross.... 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz.... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized.... 2 75 3 00
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish....	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish....	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints....	....	....	2 00
Scientific Carriage Top Dressing, pints....	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb.... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb.... 0 09 0 09
Labrador.... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey.... " 0 00 0 50
Arkansas.... " 0 00 1 50
Water-of-Ayr.. " 0 00 0 10
Scythe, per gross.... 3 50 5 00
Grind. per ton.... 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.... 80
" " tinned.... 80
B.B.B. iron carpet, bright or blued (in kegs).... 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights.... 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers'.... 80
Swedes, carpet, blued and tinned.... 70
" lace.... 75
" brush.... 50
" gimp, blued, tinned & japan'd 75
Zinc tacks.... 35
Copper tacks.... 62½
Leather carpet tacks.... 65
Trunk nails, black and tinned.... 70
Clout nails.... 66⅔
Cigar box nails.... 45
Lining nails in papers.... 10
" " in bulk.... 15
" " solid heads, in bulk.... 60
Saddle nails in papers.... 10
" " in bulk.... 15
Tinned capped trunk nails.... 15
Double pointed tacks. discount 90 and 25 p.c.

TAP LINES.

English, ass skin, per doz.... 2 75 - 5 00
English, Patent Leather.... 5 50 9 75
Chesterman's, each.... 0 90 2 85
" steel, each.... 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz.... 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net.... $3 85
Heel calks, " " ".... 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz.... 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz.... 0 35 1 50
Rat, per doz.... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz.... 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz.... 6 25 9 00

TWINES.

Bag, Russian, per lb.... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb.... 0 17 0 18
Mattress, per lb.... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz.... 4 00 6 00
Bench, parallel, each.... 2 00 4 50
Coach, each.... 6 00 7 00
Peter Wright's, per b.... 0 12 0 13
Pipe, each.... 5 50 9 00
Saw, per doz.... 6 50 13 00

WASHER CUTTERS.

Per doz.... 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 27½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb.... 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils.... 2 75 3 00

WIRE FENCING.

		Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart....	....	2 50
Galvanized, 4 barb, 4 and 6 inches apart....	....	2 50
Galvanized, plain twist, all.. delv'd....	....	2 50
Plain twist....	....	2 50
Steel Staples....	....	2 50

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each.... 2 00 3 00
" S., per doz.... 5 80 7 00
G. & K.'s Pipe, per doz.... .... 6 00
Burrell's Pipe, each.... .... 3 40
Pocket, per doz....

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

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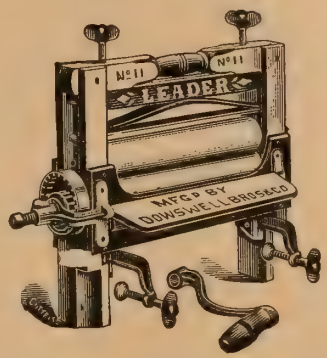

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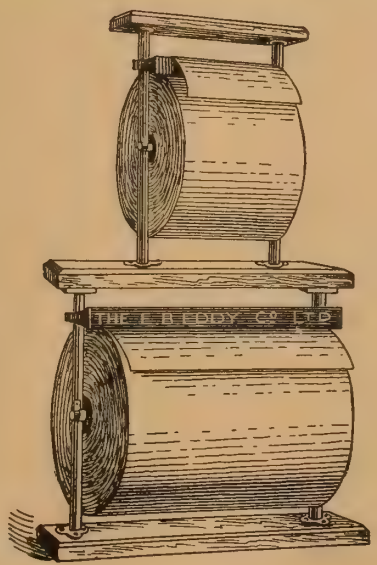

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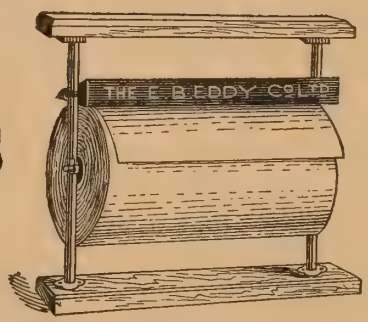

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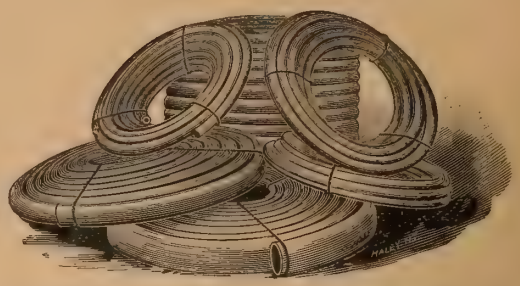

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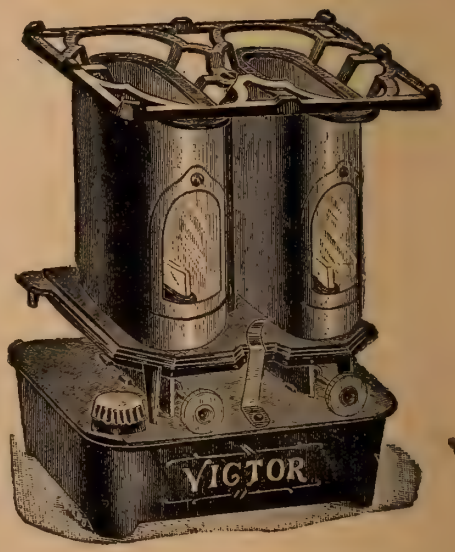

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Toronto

HARDWARE AND METAL

Vol. IX. MONTREAL AND TORONTO, JUNE 12, 1897 No. 24

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WHERE DOES CANADA BUY MOST OF HER MANUFACTURES?

IN a recent issue of the N.Y. Journal of Commerce it was stated that it was evident that Canada purchased most of her manufactured articles from the United States.

What constitutes a manufactured article is an arbitrary question. Certainly no two men will agree thereto all along the line. A finished article there is likely to be no dispute about. The difference of opinion chiefly arises over articles which must necessarily be put through a further process before they can possess utility, or which are the raw material of this or that industry.

Even among the statisticians in the Governmental Departments at Ottawa there is a difference of opinion in regard to this matter. We have reference particularly to the compiler of the Trade and Navigation Returns and the compiler of the Year Book. And as a result of this difference of opinion the one figures the exports of manufactured goods to be much lower than the other. Take, for instance, the exports of manufactures for 1895, as given by both these official books: The Year Book places them at $26,144,376, and the Trade and Navigation Returns at $8,859,602, a difference of $17,284,774. The compiler of the former book, in an explanatory note, states that included in his list of manufactures are such articles as sawn lumber of all kinds, box shooks, etc.

Webster defines the word "manufacture" as (1) "to make or fabricate from raw materials, by the hand, by art or machinery, and work into forms convenient for use; as to manufacture cloth, nails or glass; (2) to work, as raw materials, into suitable forms for use; as to manufacture wool, cotton, silk or iron."

After perusing these definitions, two questions naturally arise: (1) What is raw material? and (2) when is an article made into a suitable form for use?

Even in our Trade and Navigation Returns such articles as coke, cotton waste, cotton wool, etc., are enumerated as manufactured goods, and yet they are all recognized raw materials in the manufacture of the products of which they are the basis. Practically they are only advanced one stage from their original condition. Therefore, if they are entitled to be enumerated as manufactured articles, why not wheat, which has to be reaped, threshed and winnowed; and pig iron, in the making of which machinery has to be called into requisition?

The fact of the matter is that the present methods of classification are both absurd and inconsistent.

Their absurdity is evident when we imagine ourselves, in the presence of a manufacturer of cottons, talking about cotton wool as a manufactured article. He would laugh at us. The inconsistency of the method is evident from the fact that while pig iron, for instance, is termed a raw material, cotton wool, cotton waste, and other articles in a similar stage are defined as manufactured goods.

The foundation of the present absurdities and inconsistencies seems to us to be the anxiety of the various nations to increase their importance as manufacturers.

Of course, wherever we draw the line between manufactured articles and raw materials there will be more or less difficulty experienced in allocating this and that line to its several positions. But it does seem that the line could be and should be drawn with better judgment than it now is.

Obviously all will never agree upon the definition of what constitutes a manufactured article. Why not, then, have two classifications, namely, one for finished products and another for products partly manufactured and designed to be put through a further process, such, for instance, as steel for saws, files, hammers, etc.? Regarding the raw material, pure and simple, there would be no difficulty in classifying.

To return to the claim of The N.Y. Journal of Commerce. The following table compiled from the Dominion Trade and Navigation Returns and the report of the Department of Trade and Commerce gives the imports into Canada of dutiable manufactured goods:

MANUFACTURES—DUTIABLE.

	Great Britain.	United States.
Ale, beer, etc.	$ 98,915	$ 43,648
Baking powder	86	81,502
Bells	869	19,821
Belts	9,718	15,920
Belts, surgical	3,144	10,049
Billiard tables	567	3,764
Blacking	7,773	22,847
Blueing	16,151	2,440
Bone and manufactures of	1,203	14,639
Books, periodicals, etc.	219,012	507,308
Boot and stay laces	31,501	6,097
Braces	22,906	44,702
Biscuits	7,018	33,428
Wheat flour	11	118,705
Bricks	23,647	64,505
Brooms and brushes	11,405	35,906
British gum, dressine, etc.	2,534	7.081
Buttons	47,247	48,516
Candles	15,080	30,142
Carpets	90,098	58,109
Carriages	138,163	1,224,352
Cases, jewel and watch cases	3,028	3,001
Cement	121,125	25,997
Clocks, etc.	6,345	65,788
Cocoa paste, cocoanuts, etc.	49,040	80,352
Coffee, chicory, etc.	6,671	45,295
Collars and cuffs	41,763	8,121
Combs	35,810	23.403
Cordage, twine, and manufactures of	25,626	235,197
Cotton, and manufactures of	3,357,028	1,067,012
Crape	21,523	447
Curtains	190,592	59,231
Drugs, dyes, etc.	242,785	497,537
Earthenware and chinaware	387,218	55,838
Electric apparatus	6,581	294 806
Embroideries	35,027	2,539
Emery and manufactures of	1,202	10,682
Fancy goods	909,436	228,828
Fertilizers	1,162	42,194
Flax, hemp, etc.	1,410,846	64,128
Fure, manufactures of	283,247	63,008
Glass and manufactures of	214,964	415,789
Glue, glue stock, etc.	8,808	50,909
Gloves, etc.	267,812	16,651
Grasses, fibres and manufactures of	225	22,737
Grease	24	21,561
Gunpowder and explosives	25,415	101,710
Gutta percha and manufactures of	117,735	211,316
Hair and manufactures of	15,416	14,456
Hats, caps, bonnets	803,276	402,890
Ink, writing and printing	19,641	55,881
Jewelery	38,628	231,265
Leather and manufactures of	113,567	1,037,431
Machine card clothing	10,775	5,874
Marble and manufactures of	4,742	68,266
Metals, minerals and manufactures of	2,676,923	6,790,547
Musical intruments	19,854	208,504
Oils, all kinds	362,006	1,040,336
Oil-cloth	153,437	32,161
Optical instruments, etc.	13,782	97,972
Paints and colors	224 118	175,264
Paper and manufactures of	254,042	672,448
Pickles, sauces, etc.	86,232	18,851
Provisions	25,428	652,998
Silk and manufactures of	1,896,602	121,858
Soap	82,277	136,163
Spices	81,206	61,701
Spirits and wines	405,941	26,012
Starch	19,902	35,271
Stone and manufactures of	48,730	94,277
Sugar, molasses, etc.	95,579	595,622
Tobacco and manufactures of	12,285	37,773
Umbrellas, parasols, etc.	154,377	4,404
Varnish, japans, etc.	35,780	40,884
Watches and parts of	6,738	246,353
Wood and manufactures of	89,774	764,869
Manufactures of wool	6.930,268	203,847
Total	$23,191,182	$19,999,869

By the above table it will be seen that the imports of manufactured goods from Great Britain were in excess of those from the United States by $3,191,310, or about 13 per cent. This is in spite of the fact that our imports of dutiable goods of all kinds from the United States exceed by nearly $5,000,000 those from Great Britain, the figures for the respective countries being $29,101,646 and $24,366,179.

To arrive at a correct estimate of the relative value of our imports, duty free, of manufactured goods from the United States and Great Britain is practically impossible on account of the differences of opinion as to what constitutes a manufactured article. All we can attempt is to approximate. And with this end in view we present the following table of imports of manufactured goods, free, from Great Britain and the States.

MANUFACTURED GOODS—FREE.

	Great Britain.	United States.
Books	$ 133,273	$ 176,502
Drugs, dyes, chemicals, medicines	653,005	925,669
Bricks, etc.	70,504	96,815
Buttons	69	3,731
Nets, lines, etc., for fisheries	189,446	242,448
Furs	154,731	298,328
Hats, caps, bonnets	47,922	186,325
Minerals and manufactures of	2,437,636	6,842,620
Oils, all kinds	13,608	93,843
Paints and colors	55,180	39,211
Salt and manufactures of	280,330	10,986
Ribbons		200,742
Sugar		30,680
Varnish, japans, etc	164	460
Cotton waste	1,592	319,357
Cotton wool	31,719	2,845,371
Coke	1,991	201,835
	$4,078,170	$12,514,899

It will be noticed that in the above table we have included such raw materials as cotton waste, cotton wool, coke and minerals, as well as the manufactures of. A good many of our readers may say it is ridiculous, but we have done so because they have been so classified in the official trade returns of the Dominion. By embodying these the contention of The New York Journal of Commerce is obviously sustained by about 4¼ millions. But eliminate these and the great number of articles under the classifications drugs, dyes, etc., and minerals and manufactures of, which are really the raw material of those who import them, and we are by no means quite so certain regarding the claim of our contemporary.

Taking what are really finished products we beyond all question import a greater proportion from Great Britain than from the United States.

Our contemporary's statement was probably made without having any figures in view. In other words it was largely guessng. What it in all probability had reference to was such articles as are recognized by business men as manufactured articles. If it did it was therefore mistaken in stating that Canada's imports of manufactured goods come mostly from the United States.

Now, with the preferential tariff in operation, the tendency will be to take a still greater proportion of British manufactured goods.

GERMAN SKATES IN CANADA.

ONE of the chief features of the hardware trade during the past couple of seasons has been the extraordinary demand which has been experienced for skates.

If present indications can be taken as a criterion, the coming season is not likely to witness any diminution in this respect.

In anticipation of this the wholesale houses in Canada are ordering large quantities, and, although they have not yet received their samples, they have booked a number of orders for future delivery.

One thing that will probably tend to give the skate trade activity, aside from the increasing interest which is being taken in skating, is the fact that prices the coming season will rule even lower than they did last season.

Hockey skates particularly will be characterized by lower prices.

Last year the ruling retail price for the cheapest of hockey skates was about $1.50 per pair. This year the cheapest will probably retail at 50 per cent. below that figure, and, as a consequence, a largely increased business is confidently expected in this particular skate.

In the ordinary Acme skate, prices will also be lower, although not so much so as in the hockey kind.

One reason for the reduction in price is the fact that the duty on skates is about equal to 10c. per pair lower than under the old tariff, and is an ad valorem one instead of a specific and ad valorem combined, as before.

The increased trade of last year, it will be remembered, was chiefly enjoyed by skates of German manufacture. This year they will enjoy a still greater proportion of the business.

How extraordinary has been the increase in the importation into Canada of German skates is evidenced from a glance at the Trade and Navigation Returns.

Six years ago, that was in 1891, the importation of German skates was valued at only $210, against $895 from Great Britain and $244 from the United States. Four years later they had jumped up to $4,796, against $1,750 from Great Britain and $1,418 from the United States. But in 1896 the imports were: Germany, $10,703;

Great Britain, $1,034; United States, $2,802. In other words, the increase in the imports of German skates during the six years has been about 500 per cent. And 1897 will probably see a still greater increase.

On Wednesday the tariff on skates was the subject of a short discussion, Mr. Foster urging that the duty should be a specific one. The item was allowed to stand and will be further considered.

TROUBLED BARB WIRE WEN.

THE manufacturers of barb wire are somewhat disconcerted by the action of the House on Wednesday in regard to clause No. 255 of the tariff. This clause reads: "Barbed wire and galvanized wire for fencing, Nos. 9, 12 and 13 gauge, 15 per cent, ad valorem until January 1, 1898; thereafter free."

The particular cause of the present misapprehension on the part of the manufacturers in question is that portion of the clause relating to galvanized wire.

Galvanized wire, No. 9, is used for the manufacture of staples, and Nos. 12 and 13 for barb wire. Under the tariff as orginally brought down, the duty on these wires, as well as on barb wire, was fixed at 15 per cent. until January 1 next, after which all were to be free. On May 26, however, when the amendments to the tariff were brought down, Nos. 9, 12, and 13 were made free, being the barb wire maker's raw material. And under this amended tariff these wires were brought in free by some of the factories, while others, becoming seized of the fact, immediately placed orders with a view to again opening up their factories and operating at least until January next, when barb wire is to be free. But Thursday morning's papers contained the intelligence that the particular gauges of galvanized wire used for the making of staples and barb wire were dutiable at 15 per cent. until January 1, after which they are to be free.

It is scarcely conceivable that the Government can have decided to put these particular gauges of wire used by the barb wire makers back again on the dutiable list after putting them on the free list. It would be a most unwise and unjust act on their part. But pending the Government's ruling in regard thereto, doubt will exist, and where there is doubt in this respect there is also uneasiness, for dollars and cents are involved.

PECULIAR CONDITION OF WIRE NAILS.

THE wire nail market in Toronto is in a peculiar position. As a rule when the demand for any article is brisk, especially to exceeding the supply, prices are firm. In Toronto during the past week or two the contrary has been the case: The supply is not equal to the demand and yet prices have no basis.

In Pittsburg the base price is $1.25. This, with the duty added, would mean $1.86. Some manufacturers are basing their quotations upon the latter figure, freight added. Others again appear to have no regard to the price in Pittsburg or any other place. In fact, each manufacturer has a price unto himself, no two seemingly quoting the same figures to any one given point.

The consequence is that jobbers, before they can fill an order, have to get quotations from the various factories, that one which quotes the lowest figure to this and that point getting the business.

How prices are being cut may be gathered from the fact that in some instances there is a difference of as much as ten cents per keg in the figures quoted.

Naturally this condition of affairs is causing a great deal of inconvenience. An effort is being made to have prices established on a more uniform basis, but whether it will be successful or not remains to be seen.

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THE GAS ENGINE INDUSTRY IN THE UNITED STATES.

IT is a noticeable fact that, although the gas engine industry has been advancing with rapid strides in England and on the continent, it has made comparatively slow progress in the United States. This is said with the knowledge that gas engines, as well designed and as efficient as any in the world, are built in the United States, and this statement is intended to apply chiefly to the development of the trade.

Visitors to the recent gas exposition in New York must have noticed that although a few excellent types were shown, the gas engine, as such, was conspicuous by its absence. This may have been due, however, to the fact that the exposition was devoted chiefly to lighting and heating and the various methods of gas production.

How comes it that a people which are so quick to appreciate a useful device should have given comparatively little attention to the gas engine and have left it for other nations to demonstrate its efficiency and introduce it on a large scale into their various industries ?

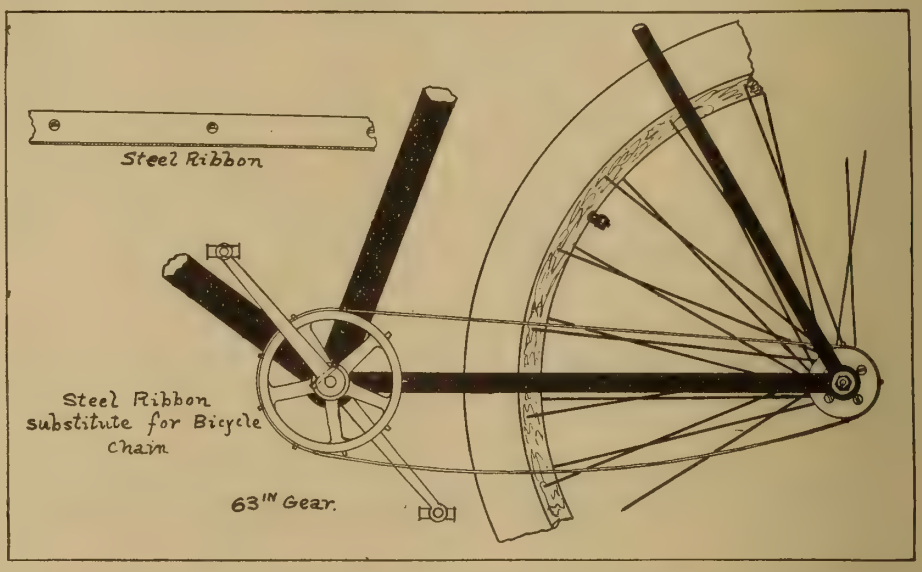
The causes are various. They are chiefly to be found in the cheapness of steam coal and the high cost of gas in the United States. No doubt the cost of gas illumination has something to do with the wonderful development of electric lighting in this country, and the same cause must have operated to develop the electric motor as against the gas engine. That the price of gas must have exerted a powerful influence on the gas engine industry is rendered probable by a comparison of the prices paid here and in England.

The city of Manchester, which has about the same population as Boston, sold its gas in 1893 at the rate of 60c. per 1,000 feet, and the consumption was 3,636,000,000 feet, or more than the total amount furnished by the whole state of Massachusetts, where the gas cost on an average of $1.50 per 1,000 feet. In Newcastle-on-Tyne the users pay only 40c. per 1,000 feet, and when we bear in mind the manufacturers are building engines which they will guarantee to use only 20 cubic feet per horse-power per hour, the popularity of this form of engine in England is largely explained.

It is reasonable to suppose that when this industry, which in respect of its proportions is yet in its infancy, has attained the importance which it has in Europe, it will tend to reduce the price of gas, especially such gas as is used for cooking and power purposes, and the gas companies themselves will, undoubtedly, benefit by the growth of the industry, the increased consumption more than compensating for the reduction in price.—Scientific American.

IMPROVEMENT ON BICYCLE CHAIN.

The advent of the safety bicycle rendered some means of connecting mechanism a necessity : Gear wheels, bevel wheels and chain and sprocket wheels were all tried and and at the present time the latter system seems to be the most popular. The chain, however, has marked disadvantages, such as weight, difficulty of properly cleaning and lubricating, and lastly on account of its liability to fracture at one of its many joints.



The wire cable, in spite of its lightness and strength, has not been applied practically to the bicycle on account of the imperfection in the means proposed to assure adherence on the pulleys. The metallic ribbon or steel tape has several advantages to recommend it, as its lightness, flexibility, its strength and its absence of joints. As with the wire cable it was found that it was difficult to secure good adhesion on the pulleys unless the ribbon was taut, which, of course, detracted from its strength. These difficulties were obviated by using a special ribbon made from a steel analogous to that used in piano wire and at regular intervals holes are drilled to suit pins on pulleys as in the accompanying cut. The number of teeth on sprockets are decreased and the relative size of wheels are the same as usual. The ribbon can be cleaned in a moment. For the above information we are indebted to The Revue Universelle, while the illustration is from a sketch by "R.D.," of Montreal.

NOTES.

Ships propelled by gas engines are apparently gaining favor in France. A new boat of this type has recently been put in service for Hâvre-Rouen-Paris line, the speed attained being 7 knots. It is 100 feet long, with 7-ft. draught, divided into four watertight compartments. The gas is supplied from on shore, and is stored on board in a steel holder, an accumulator composed of steel pipes under a pressure of 95 atmospheres, about 850 lbs. The engine employed is a two-cylinder one of 40 horse-power.

The Gas Light and Coke Co., England, are receiving nine tons of pence per week from penny-in-the-slot meters they have put in use for the sale of gas.

NEWLY CHARTERED COMPANIES.

The Sturgeon Falls Pulp Co., Ltd., have obtained a charter.

The Calumet Mica Mining and Manufacturing Co., Ltd., Ottawa, are applying for a charter of incorporation.

The Iron Trap Co., Ltd., of Yarmouth, N.S., is incorporated.

The Harriston Flax Manufacturing Co. have obtained a charter.

The Mines Selection Co. of Toronto, Ltd., have obtained a charter.

The Brantford Water-Chute Co., Ltd., have obtained a charter.

The Port Frances (Ont.) Mining Co., Ltd., have obtained a charter.

The Luxfer Prism Co., Ltd., have obtained a charter of incorporation.

The Dominion Electric Heating and Supply Co., Ottawa, have obtained a charter.

The Tam o' Shanter Mining Co., Ltd., Montreal, intend to file an application for a charter.

The Universal Patent Developing Co., Ltd., Montreal, are going to apply for a charter.

The Golden Star Mining and Exploration Co. of Ontario, Ltd., and the Mineral King Mining and Development Co., both of Wingham, have obtained charters.

ABOUT TIN PLATE BARS.

EVERY wholesale or retail ironmonger should have as large a technical knowledge of the different qualities and of the methods of manufacture of the goods he has to deal with as possible. Such a knowledge not only possesses a practical intrinsic value in itself, but it enables the ironmonger to successfully pose as an authority before his customers and therefore increases the confidence reposed in him by them. Only a few of the Welsh tin plate firms make their own "tin bar," which means the iron bar from which the tin plate or sheet iron is rolled, most of the bar iron being purchased from iron and steel makers. The greater part of the supply throughout South Wales is obtained from the Dowlais and Cyfarthfa works, respectively (perhaps the oldest in the world), situated in Merthyr Tydvil, about twenty-five miles from Cardiff. It is curious to note that at the Dowlais works, a dozen years since, tin plate making was tried, but the experiment failed, owing, it is to be supposed, to local causes. The orders booked at the places named vary in amount between 800 and 1,500 tons, each order comprising lots of 100 tons, which are themselves subdivided. The following is an exact copy of an actual specification: Ten tons of tin bar, 16 lbs. 4 ozs. per foot; twenty tons of tin bar, 8 lbs. 4 ozs. per foot; twenty tons of tin bar, 12 lbs. 8 ozs. per foot; fifty tons of tin bar, 18 lbs. per foot.

This may be taken as being approximate to the average specification, and therefore affords a correct idea of the weight per foot of the bars called for by the tin plate manufacturers. It is learned that the heaviest ever used was thirty-three pounds per foot, but that was evidently in the nature of an experiment, as the usual sizes vary between eight and eighteen pounds per foot, and from five-sixteenths of an inch full to three-fourths of an inch thick and seven inches wide. It rarely happens that the bars have to be supplied to any specific length, but when such is the case the figures given are two feet six inches, whereas the bars usually range between eight and fourteen feet, and are not sheared. No basic steel is used for this purpose in this district, the methods adopted being Bessemer and Siemens, respectively, and of these the proportion used is, roughly speaking, three to two, in the order named. There are two specified tests for tin bars, but tests are occasionally made by cutting pieces from a bar and bending them, both hot and cold, double, in order to ascertain that the steel is sufficiently soft for doubling purposes. The mechanical test imposes a tensile strain of 26.4 tons per square inch, with an elongation of 20 per cent. in ten inches.

The Sherwin-Williams Paints, (*prepared.*)

This paint is especially prepared for painting the exterior of houses. It is made in thirty-five stylish colors, enough to suit the tastes of all. It is ready to use, requires no mixing, and is preferred by all good painters. It is the very best house paint manufactured. It is impervious to storms, atmospheric changes and injurious gases. It is the best looking and most durable paint. A gallon of it will go further than any other house paint. It doesn't rub off, leaving a chalky surface. It does not blister or crack. It flows freely and evenly and is easier to put on than other house paints. In the long run it is much more economical than other paints. It is put up in convenient packages, and every package is **full measure.** A guarantee goes with every package. It is common sense that paint that is especially made for use on the exterior of houses will be superior for that purpose to a paint that is recommended for surfaces of all kinds.

Made by

THE SHERWIN-WILLIAMS CO.

WALTER H. COTTINGHAM
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL

The charges put into the Siemens furnaces for the same purpose are somewhat as follows: Four furnaces each charged with about five tons of pig iron, six and a half tons of ingot ends, bar crop, rail crop, and a steel scrap, and about one and three-fourths hundredweight of ferro manganese; also, two furnaces having each about 15 tons of ingot, ends, etc., and three and one-half hundredweight of ferro manganese. The only difference in respect of size between the Siemens and the Bessemer ingots is that the former are about three inches longer than the latter. The usual make of a tin bar mill is 140 tons per 12 hours; the ordinary week's work, including six days and five nights, shows an aggregate of between 1,500 and 1,600 tons.—Ironmongery.

BERLIN--WATERLOO--BERLOO.

It is said there is a strong movement on foot to join Berlin and Waterloo, already practically one town, and have one municipality for the two places. The difficulty has been to find a name suitable which will not offend the amour propre of the burgesses of both points and our German friends in Waterloo county are extremely sensitive in this sense.

Berloo, as embodying the two names, has been suggested, but the inhabitants of the twin city will surely object to be dubbed Berloons.

THE PRICE OF ALUMINUM.

The United States consul at Zurich, Switzerland, reports to the State Department at Washington that the price of aluminum will probably fall to about 27 cents a pound within a year. This statement, which has been widely copied by the daily press and to some extent by trade papers, is likely to prove misleading. It is apparently based upon an assumption drawn from an estimate of the probable increase in the world's production of aluminum during the current year. The growth in the demand for the metal, which is from all accounts keeping pretty even pace with the increasing supply, is not, however, taken into account. Nor is the all-important factor of the cost of production. So far as relates to the United States, such a radical reduction in price as that suggested by the consul is believed to be highly improbable in the near future. The producers of the metal in this country report a current demand which steadily absorbs the whole output of their works, and they also claim that the present cost of manufacturing aluminum would not justify selling it at the low price mentioned.—Iron Age.

THE MOLSONS BANK PRESIDENCY.

THE recent election to fill the vacancy in the presidency of the Molsons Bank, caused by the death of Mr. John H. R. Molson, has caused some surprise in financial and commercial circles.

It is believed that there was no necessity to go outside of Montreal to find a gentleman qualified for the position, when one was ready to hand in the person of Mr. S. H. Ewing, the present vice-president.

It is well known that of late years Mr. Ewing, owing to the ill health of the late Mr. Molson, has been de facto president.

No one pretends to say that Mr. Macpherson, the new president, is not qualified. At the same time he is comparatively a new man. On the other hand Mr. Ewing has had a long experience as a leading merchant of Montreal, and besides has, in the attention he has devoted to the bank's affairs of late years, acquired an intimate and valuable knowledge of its customers.

It certainly seems that it would have been sound business policy on the part of the directors to recognize these facts by bestowing on Mr. Ewing what was clearly his due —the election to the presidency.

A SPECIES OF STEALING.

Several of the ministers of the city have, owing to the immorality bred by the craze for bargains, entered upon a crusade against the cause of the infatuation—the departmental stores.

Rev. Mr. Rowe, a Toronto clergyman, is of opinion it is a sin to want an article for less than you know it is worth. He classes the sin under the heading of stealing by defining stealing as the act of a man becoming rich at the expense of another. The craze for cheapness is degrading business integrity. Men and women seem to have forgotten that the people with whom they do business have to make a living as well as themselves, and that the heads of department stores are not so many philanthropists.

Those who rush after bargains are also encouraging, he declared, a system which is gradually and surely working to the demoralization of the clerks. "How can clerks fail to contract deceptive habits when they are forced to mark a $3 pair of shoes down to $1.50 before the ink in the three is dry?" he exclaimed.

WINDOW CARDS.

A new business has sprung up—window card writing. The general competition in the improvement of advertising is responsible for this. Retailers in most large cities contest strongly for first position in the attractiveness of their windows and general advertising display. It is almost impossible for the average retailer to make window cards that are neat and attractive; and their efforts usually result in only a badly written, poorly punctuated, clumsily painted sign. It was the full realization of this which suggested the painting of signs to the ambitious youth, whose ideas have since been followed in almost every large city in the country. The card writer goes from store to store. He studies the stock, talks with the proprietor, finds out what he wants to advertise, and gets all the general information he can secure. Then, in his own bright and breezy way, he tells the story attractively and in a few words. Bright card writers make several thousand dollars a year; and so well does the work repay the retailer that the price he pays for it is never begrudged.—Commercial Enquirer.

FILLED BROOMS.

Brooms, as with other articles allowing of adulteration, can be filled; that is, heavy, coarse, common, short, cheap corn filled inside, with nice, clean corn on the outside, fancy handles and finish. Close inspection and a knowledge of the qualities and nature of broom corn will reveal this, and are the only safeguards against this fraudulent method.

Buyers, wholesale or retail, should beware, and, when purchasing brooms, buy from the best makers only. Small manufacturers have not the capital to buy the dozens of cars of the very best corn, and, therefore, really have not this class of corn to put in their best brooms.

The storehouses of Chas. Boeckh & Sons are open to any and all of their customers to examine and inspect the immense amount of the very high class of corn they carry in stock, and put into their good brooms.

Boeckh's bamboo handle broom has rapidly come to the front, as the lighest, strongest and fullest, and of the best corn. These bamboo brooms are a guarantee of excellence and quality, as Chas. Boeckh & Sons are the only manufacturers who have brought these brooms to perfection, and buyers should wait for this firm's representative or send their orders direct.

A TRADE EVIL.

Why in the name of common sense are so many retail dealers addicted to the vice of constantly lowering quality in order to make a little more money? Some salesman comes along with a new brand of matches or some other article, and extols it as being cheaper and paying a better profit than the older goods, and after a cursory investigation the dealer is induced to put it in stock, and yet the brand may be much inferior to the older goods.—Merchants' Review.

FOR LONG RANGE GAME SHOOTING

SMOKELESS SS SPORTING POWDER

SMOKELESS HARDENED EQUALIZED WATERPROOFED

HAS NO EQUAL

NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURSE
LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED, RELIABLE, SAFE, NO JAR, HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.
The Choice of Experts.
The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND "ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " " "

Far in excess of any other Powder Nitro or Black

Pattern 233.
Pads Penetrated (Eley's Special) 30·6.
Pressures 2·17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of
THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE ·303."
For Lee Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

"RIFLEITE ·450."
For Sporting, Express and Military Rifles ·360 to ·577 bore.

(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore; also for Morris Tubes.
(SV) For Revolvers.

Sole Manufacturers THE SMOKELESS POWDER CO., LTD
Dashwood House, New Broad Street, London Eng. Works: Barwick, Herts.

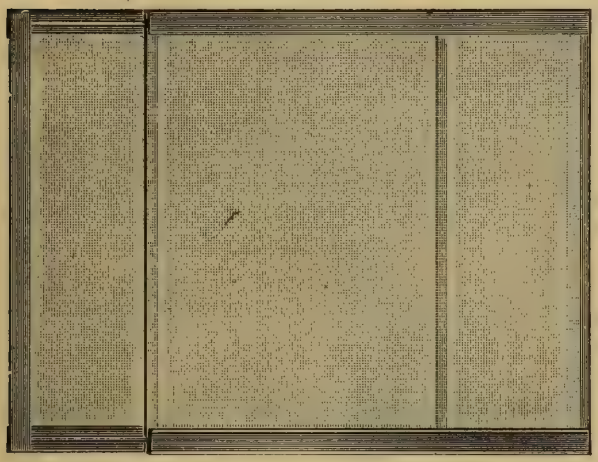
Sole Agents for the Dominion
LEWIS BROS. & CO. 30 St. Sulpice St Montreal,

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district. . . . . .

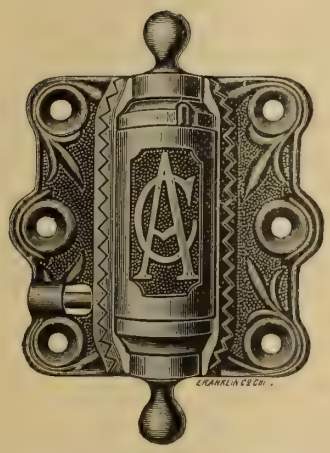
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

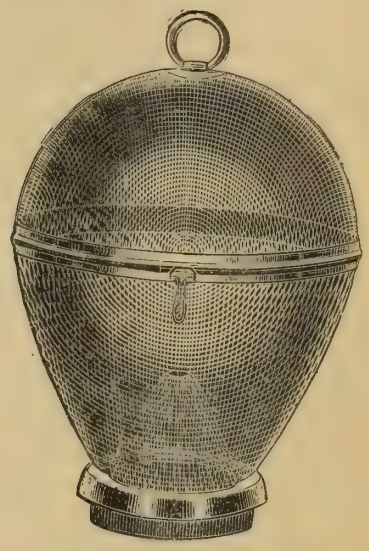
37 Front Street West, TORONTO.



No. 2. Window Screens, 18 in. high. Extends 20-33 in.
No. 3. " " 18 in. " " 24-41 in.
No. 4. " " 24 in. " " 24-37 in.



ARCADE SPRING HINGES



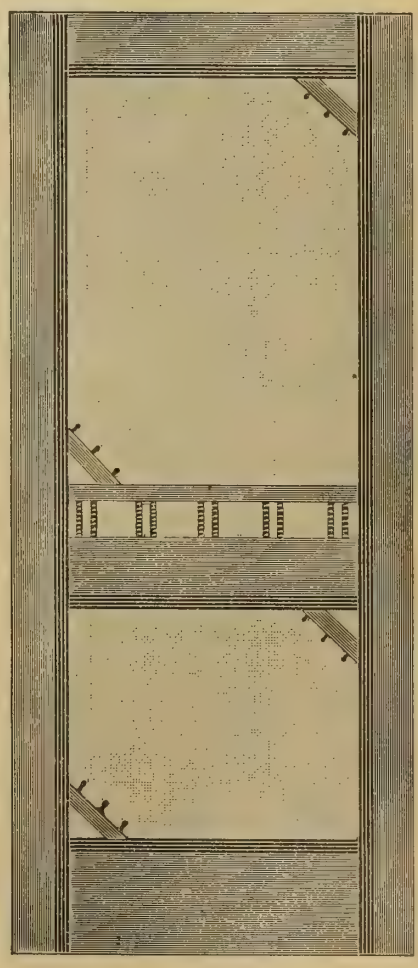
BALLOON FLY TRAPS

STAINED OR OILED

No. 1. Screen Door, 2 ft. 8 in. x 6 ft. 8 in.
No. 2. " " 2 ft. 10 in. x 6 ft. 10 in.
No. 3. " " 3 x 7 feet.

OILED

No. 100 x 1, 2 ft. 8 in. x 6 ft. 8 in.
No. 100 x 2, 2 ft. 10 in. x 6 ft. 10 in.
No. 100 x 3, 3 x 7 feet.



OILED

No. 102 x 1, 2 ft. 8 in. x 6ft. 8 in.
No. 102 x 2, 2 ft. 10 in. x 6 ft. 10 in.
No. 102 x 3, 3 x 7 feet.

Orders Filled Promptly

...GRAHAM Cut and Wire Nails are the Best...

Our Prices Are Right

HINTS ON COLORING IN DISTEMPER.

COLORING in distemper, says an exchange, differs vastly from that in oil. In distemper, colors, size and whitening are required to give body and strength. The method of decoration in distemper of the ancients was very much the same as to-day, with the exception of size, which took the form of milk, while some used eggs after they had been laid aside a considerable time. The size sold to-day for ordinary work is composed of hoof parings and horns, etc., of animals. The best, and that used for fine work, is made from parchment chippings, and is very clear. Distemper is, in fact, a term used for all colors diluted with water, with size as the adherent. This class of coloring is used chiefly in schools and large public buildings, and from the sanitary point of view is preferable to paper. A customer will frequently ask the ironmonger to prepare him a pail of white or colored wash or distemper. To do so, one should proceed as follows: Put sufficient whitening to more than half fill a pail, pour nearly the same quantity of water on it, and let it stand until the whitening has absorbed as much water as possible. Then with both hands start mixing. Use the hands, because a great many use a stick or something similar, and the distemper cannot thoroughly be mixed in this way, nor the color be properly incorporated. Next put about 2 lbs. of ordinary jelly size into a tin or old saucepan with the addition of a little water. Then boil. While this process is going on, prepare the color you wish the distemper to assume in an old tin, well stirring to the consistency of a cream. Stir this well into the whitening, and then add the size. Remember that the color is different to oil paint, in the respect that when made it should be four shades darker; thus a white should be a very pale blue, so that when dry it will appear a nice chalk white, and not cream white, which would be the result if no blue were used. Dark red, greens, blues, yellows, etc., are fixed with size only, and not with the addition of whitening.

Whitening is simply chalk, ground, washed, and put through several screening processes. The best is known as gilders' whitening, which is free from all grit. The following will be found the best way to obtain the color desired, when dry, of distemper. Dip a piece of wick into the mixture, and place it before the fire to dry. Repeat this until the desired color is obtained, or, if there be no fire, place it in the sun's rays. If required for out-door use a little tallow should be added to the mixture together with turpentine.

Varnishes will have to be supplied by those who deal in oils and colors. Varnish is used to lend or give gloss and brilliancy to paint after it has been applied, enabling it to withstand the weather, etc., longer than it otherwise would. Its foundation is gum or resin dissolved with the aid of spirits, which when evaporated leaves the gum hard and brilliant with an even coat to the surface to which it has been applied. There is turpentine varnish, French oil varnish, and spirit varnish. The best gums of course produce the finest varnish, and most of them are named according to the gums used in their production, viz., gum, copal, and mastic varnish, etc. A good copal varnish obtained from a reliable maker will stand the roughest wear and usage, and may be applied to all purposes where varnish is required, with the exception of wall paper.

HARDWARE IN NEWFOUNDLAND.

IN response to Mr. Chamberlain's despatch of November, 1895, inviting the colonies to send specimens of goods received from foreign markets competing with English manufactures in the colonies, samples from Newfoundland have been on view this week at the London Chamber of Commerce, and should give British manufacturers a good idea of the competition they have to meet in England's oldest colony. The Newfoundland samples are all hardware, and come without exception from the United States, German enterprise having not apparently invaded the island. The most noticeable article is the handled axe, which appears remarkably cheap at $12.50 per dozen. As regards handle shovels, which vary in price from $5.30 to $6.70 per dozen, the United States get the pull through their superior handles, which are curved, the majority of English ones being straight. Some well-finished and strong hand-saws, varying in length from 20 to 24 inches, range in price from $18.45 to $5.75 per dozen. Other noticeable samples are: A fish-fork, 4½ feet long, and priced $3.25 per dozen; a hay fork, 5 feet long, and only $3.60 per dozen, and a strong but clumsy-looking iron plane priced $2.50 each. Amongst the other numerous articles which the United States place on the Newfoundland market are files, door latches, rail screws, steel hinges, horse-shoes and tin tacks. These latter make a most instructive exhibit, the special feature being that United States makers put up their wares in strong and handy wrappers. Expert visitors appear to be of opinion that the majority of these samples might be made equally as well in England provided there were large orders. It is the objection of English manufacturers to book small orders, which sends a large amount of trade to foreign competitors. It should be borne in mind that the goods enumerated above cost from 40 to 45 per cent. to land. The samples, after remaining in London till Saturday, will be placed on view in the leading cities of the provinces and should be visited by all who are interested in colonial trade. — Canadian Gazette, London, Eng.

FORESTRY TREATMENT.

A detailed report on forestry made by the Committee of the National Academy of Science has just been laid before the United States Senate. The report goes into details as to the European experiments regarding the influence of forests upon climate and spring flow, and says that figures demonstrate a considerable progressive reduction in the mean annual, and lowest water levels upon all the chief rivers draining central Europe. Millions of dollars have been expended in recent years in Europe in checking the force of floods, due to denuded mountain slopes, by the construction of dams and river-beds, and the committee predicts similiar expenditures on this continent to maintain the narrow valleys of the West habitable.

The report also condemns the Government's action in permitting free pasturage on the reserved lands, not only because of the damage thereby done to them, but because of the fact that one class only is deriving benefit therefrom. In order to be just to all sections, land more valuable for its mineral deposits or agricultural crops than its timber should be taken from the reservations and sold to miners or farmers.

On these lines a general scheme for the administration of reserved lands by the Government has been submitted.

THE NIAGARA NAVIGATION CO.

The fleet this season will be composed of the Chippewa, Capt. McGiffin; Corona, Capt. Soames, and the old favorite Chicora, Capt. Clapp. They are all now in commission and look "fit as fiddles" having been painted and decorated from stem to stern with the Canada Paint Company's manufactures, who make a specialty of marine paint.

WIRE NAILS.
WIRE - TACKS
Ontario Tack Co.
HAMILTON

HOME AGAIN

We are settled in our old quarters again, and will be pleased to have our customers and friends call to inspect our remodelled warehouse. We are in a better position than ever to give your orders special attention and prompt shipment.

SANDERSON PEARCY & CO., - Toronto.

BUSINESS RULES.

EVERY man who aims at becoming a clever and successful man of business, must have a regular and consistent line of conduct, writes a correspondent in an exchange. He must have a character for strict regularity and attention to his duties. He must deny himself, in a great measure, the ordinary pleasures and amusements, and govern his private and domestic conduct by a system or method and regularity similar to that observed in business persuits. In addition to regularity and attention and strict moral integrity, the possession of business habits implies also the possession of a certain mental aptitude for conducting business. The chief intellectual qualities requisite are a sound understanding, quick perception, prompt decision, and finesse in execution. The two latter are qualities which every man must practise and improve for himself, the former are natural endowments which men do not possess in common—which are strong or weak in different men, but capable of being more or less strengthened by all. To the foregoing qualifications may be added the cultivation of a pleasant and agreeable manner, for much depends on this.

There is nothing that creates a more unfavorable impression than a rude, hasty, imperious or uncourteous manner. On the other hand, a man who is courteous and obliging will always conciliate, for the nearer men approach to free and unreserved intercourse with each other, the more smoothly the affairs of life seem to move forward.

It is a law of our nature that the more agreeable we are the more gratification we experience. This we find demonstrated in our daily commerce with the world, and it is therefore of immense importance to a man of business that, in addition to his other qualifications, he should study to acquire an agreeable and conciliatory manner. The main principles in connection with the immediate conduct of business will be found to be conveyed in the following rules.

Fulfil every engagement punctually. Do nothing carelessly or in a hurry. Employ nobody to do what you can easily do yourself. Keep everything in its proper place. Leave nothing undone that ought to be done, and which circumstances permit you to do. Keep your own business to yourself and do not interfere with the business of others. Be prompt and decisive with your customers and let your word be your bond. Be clear and explicit in all bargains; take care to understand every transaction thoroughly yourself and do not let these misunderstand you. Leave nothing of consequence to memory which can and ought to be committed to writing. Retain copies of letters, invoices and other documents connected with business, classified and put away in such a manner that any document may be produced at a moment's notice. Never suffer your desk to be confused by many papers either lying inside or upon it. Have certain places for books and other things in constant use, always keeping them in their places when not required, so that they may be readily found without confusion or loss of time.

Superintend your own business affairs as much as possible, your personal attendance will be always more satisfactory to your customers, and will also ensure your servants paying proper attention to their duties. Examine your books day by day so that you may inform yourself of the progress you are making with your customers, and the progress they are making with you.

Avoid as much as possible all sorts of finessing in money matters and do not lend your name to any transaction that is not straightforward or in good faith. Be economical in your personal expenditure and rather live within your means than beyond them. Be cautious how you become security for persons, and choose without offending them by refusal rather than to be unjust to your creditors by acquiescence. Take pleasure in your business and it will soon become your recreation. Hope for the best, prepare for the worst and bear mainfully whatever may happen.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

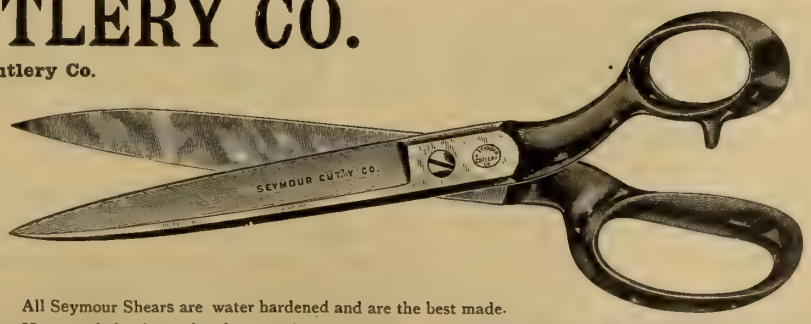
Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears



All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

NEW ARMSTRONG PIPE-THREADING MACHINE.

THE machine which we illustrate in the engraving is the outgrowth of frequent calls received by the Armstrong Manufacturing Co., Bridgeport, Conn., and 139 Centre street, New York, for a machine threading from ¼ to 2-inch pipe, and the usual desire of the company to turn out a tool for this purpose superior in construction and operation to any heretofore manufactured.

It will be known to the trade as Armstrong's "No. "o" pipe-threading machine, and uses the well-known regular Armstrong adjustable dies, which are put in the machine and adjusted in the same manner as in the hand-stock. These dies can be opened after cutting a thread, and when the pipe is removed may be locked back to the standard size without re-setting. This is accomplished by an automatic locking device which is operated by simply pulling a knob. The dies, however, can be adjusted to the variations of the fittings, the same as in the stock.

All the gears and moving parts of the machine are run in oil, being enclosed in a chamber which covers and protects them from chips and dust, doing away with any possible chance of chips and dirt getting into the gears.

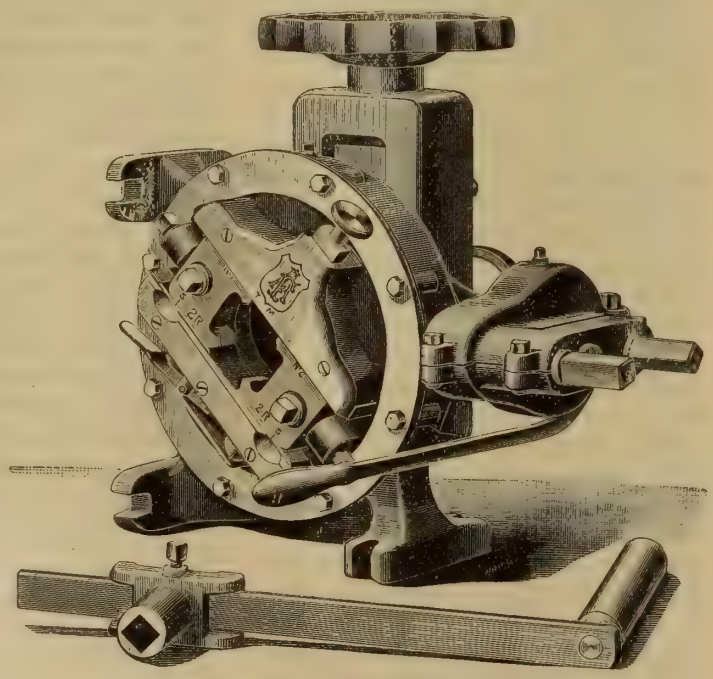
The machine is self-oiling in all its parts, oil being admitted through two holes which are closed by screw plugs. The die head has no teeth on the part where it fits into the shell and forms a bearing, in this way preserving its bearing surface and making it impossible to get loose, as is often a common occurrence with some makes of pipe-threading machines. In addition to the die-carrying head forming a bearing in the manner shown, it has an inner journal, thereby increasing its wearing surface.

A powerful self-centring vise, which exerts its power from the centre of the jaws and not on the side, is used with this machine, and will hold the pipe being threaded with a light pressure of the wheel.

The construction of the machine admits of its being adjusted to a post on the side of a building or on a bench. This is a desirable and an entirely new feature, and one found in no other tool of its kind.

Another, and one of the principal features of this No. "o" machine is its two speeds, a change from one to the other being effected by merely removing the crank from one spindle to the other. In one case the operator can cut from ⅛ to 1 inch pipe, inclusive, with great rapidity; then, by changing the crank to the other speed, from 1¼ to 2 in., inclusive, thus avoiding the necessity of turning a great number of times on small size pipe.

To operate the machine, the vise is pushed back and the pipe located in the mouth of the dies; then, by pressing the feed lever and turning the crank, the pipe is fed into the dies. When the pipe is flush with the dies the small lever shown on under side of die head in the engraving is pressed towards the die, which releases the locking device, and by pressing the knob on the opposite side, the dies are thrown open. If the vise, with the pipe, is then pushed back and the knob pulled out, the dies are reset ready for threading another piece of pipe. The locking device adjusts itself automatically. As this machine uses the regular adjustable dies, it can be furnished with dies for threading pipe from ⅛ to 2 inches, either right or left, or with bolt dies for threading from ½ to 1½ inch rod, inclusive; also with dies for threading brass tubing and conduit pipe.



No. "o" Armstrong Pipe-Threading Machine.

HER FRENCH.

"Let me see some of your black kid gloves," said a lady to a clerk. "These are not the latest style, are they?" she asked, when the gloves were produced. "Yes, madam," replied the clerk, "we have had them in stock only two days." "I didn't think they were, because the fashion paper says black kids have tan stitches, and vice versa. I see the tan stitches, but not the vice versa." The clerk explained that vice versa was French for seven buttons, so she bought three pairs. —Household Words.

THE BLESSING OF EMPLOYMENT.

When morn the task dispenser passes by,
Some take their burdens up with sweet elation,
Taught by a kindly past that jewels lie
'Mid stony wastes of routine occupation;
Others subvert the golden hours that hasten,
Despite the past's accusing looks that chasten.

Most blest is he who the essential path
Of happiness in labor is pursuing,
Who heeds time's opulence by day, and hath
The prize of sleep allotting night's soft wooing,
Who will permit no rust on its tools shining,
Or dust in chambers of his mind's refining.

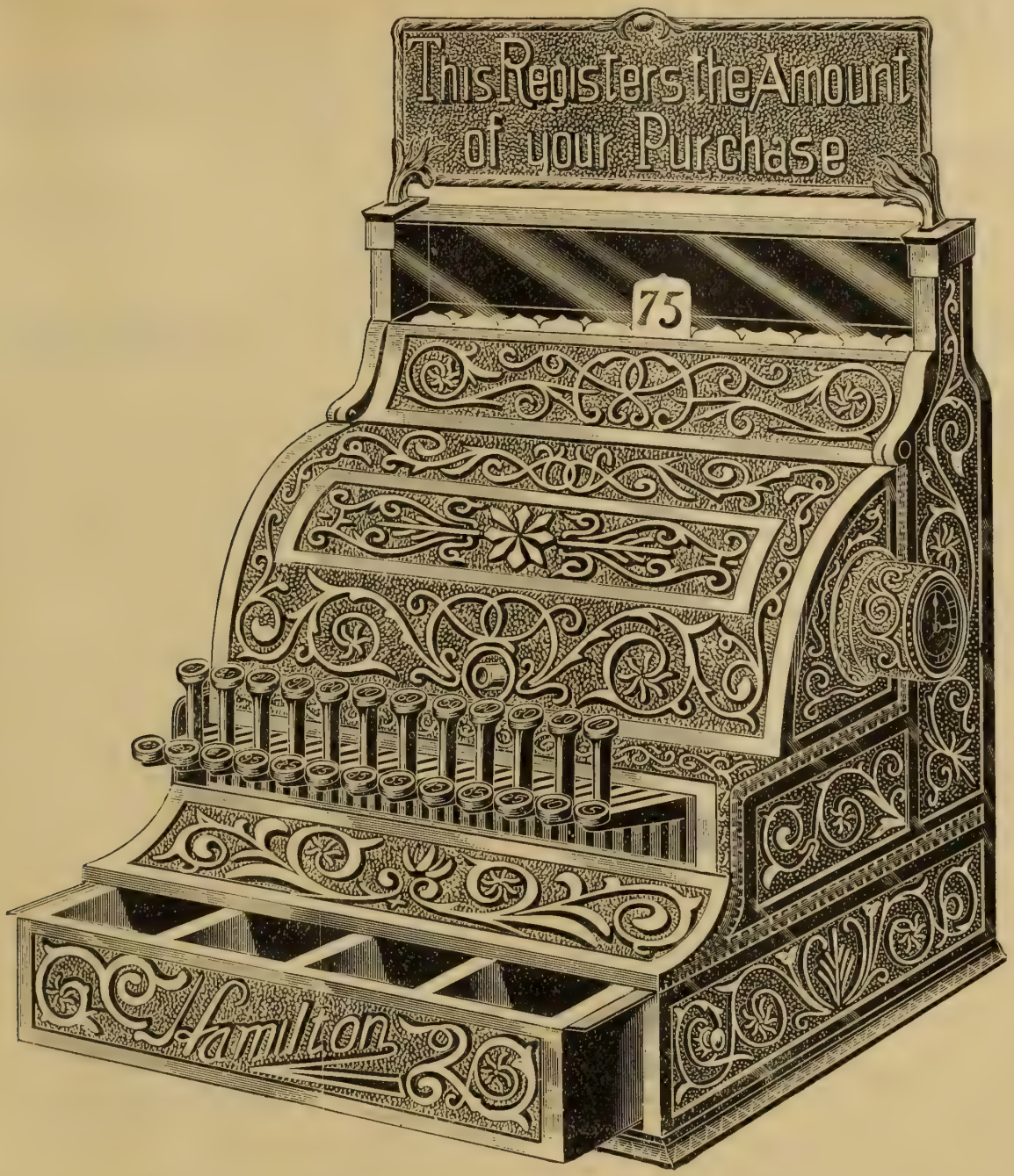
The climbing rose that toils that it may twine
Without the casement its rare bower of beauty,
Mingles its perfume with this truth divine,
Blessings succeed to effort, grace to duty;
So hands employed give impetus to thinking,
And purpose finds its goal through work unshrinking.

No faithful labor ever comes to naught,
Feet that are shod with care insure swift running;
With toil and pain cool evening's rest is bought,
And stalwart Labor conquers latent Cunning;
His mind is rayless where no plan is growing,
While he who looks afar keeps his face glowing.

—Arthur Howard Hall, in Salem Gazette.

PATENT FENCES.

Of late a great nuisance has sprung up in the matter of fencing. Almost every kind of fence is now patented, and it is almost impossible for a farmer to use his ingenuity in putting up even a wooden fence without having legal notice served on him demanding damages. Consequently, numerous petitions are being drawn up and signed, asking the Governor-in-Council to relieve farmers from the vexatious restrictions now hampering them. The Hamilton Herald cites a local case: "Quite a number of farmers in Bentinck have been served since our last issue with legal notices asking for $5 for having used a style of fence said to be an infringement of a certain patent. Barrister Elliott, of town, is handling the case for the farmers, who, on Fair day, seemed one and all determined to resist the claim, and are already being supported by other townships."



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PORTLAND ...CEMENTS

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...SEWER PIPES
...CALCINED PLASTER
...WHITING

Large Stocks.
Lowest Prices.

Ask For Our Quotations.

W. McNALLY & CO. - MONTREAL.

WOVEN VS. BARB WIRE.

HARDWAREMEN throughout the country are amused at the ignorance displayed by certain members of Parliament on Wednesday, while the duty on woven wire was being discussed.

The discussion in question originated with a question asked by Hon. Mr. Foster as to whether the Government intended putting woven wire on the free list. In reply Controller Paterson declared that such was not the intention. The Government had been advised that barb wire was the article most commonly used by the farmers, and consequently it could not be expected to go further than it had in making that article free. Woven wire would be dutiable at 25 per cent. Then came the absurd intimation from one of the members that barb wire was not the most used by the farmers and that woven wire was the most useful.

Woven wire is undoubtedly an excellent wire, but to intimate that it is used more extensively than barb wire is about as far from the truth as it can be. Every hardwareman knows that. The difference in the cost at present precludes the possibility of its being more extensively used than barb wire, whatever the future may bring forth.

A FREE GIFT SOUVENIR.

The Nonsuch Manufacturing Co., Toronto, have just issued a handsome and handy article in the shape of a pin tray as a Diamond Jubilee souvenir. As their goods have been handled by the trade to such an extent they have decided on this novel idea in keeping themselves before their customers. It is made of strong embossed tin, nicely decorated, and bears a fine lithograph of Her Majesty Queen Victoria encircled in a wreath of maple leaves. It is a handy article on the desk of any business man, as well as on his dressing case. They enclose in each case of their goods a tray to be given with each package of blacking. If any of our readers have not received a sample, by dropping a post card and mentioning HARDWARE AND METAL one will be sent by mail to any address.

REDUCTION IN IRON PIPE.

A reduction in the price of iron pipe is announced. In some instances it is over a dollar per 100 feet. The new figures per 100 feet are: ¼ and ⅜-inch, $1.87; ½-inch, $2.10; ¾-inch, $2.45; 1-inch, $3.40; 1¼-inch, $4.50; 1½-inch, $5.87; 2-inch, $7.87.

Business is a little better since the reduction took place, although the quantities wanted are small.

THE COMPANIES' ACT.

Under the present law all companies incorporated under Federal charter are restricted in borrowing to two-thirds of their capital stock. A bill introduced into the Senate by Sir Oliver Mowat to remove this restriction has been read a second time. The bill proposes to exempt from the limitations on the borrowing power of companies the power to borrow money on bills of exchange and promissory notes endorsed by the company. The Ontario Legislature has given even larger powers to companies incorporated under provincial charters, and unless the Dominion law is widened, companies will no longer ask for Federal charters.

ST. JOHN HARBOR.

According to the report submitted to the St. John, N. B., Board of Trade, the number of British and foreign steam and sailing vessels arriving at the port between April, 1896, and March, 1897, was 1,372. Cattle, horses and sheep to the number of 13,714 were shipped to the same port. The imports of free goods amounted to $1,343,000, of dutiable goods to $2,138,000, making a total of $3,481,000 worth of imports between April 1, 1896, and March 31, 1897. The Government collected $758,440 in duty. During the same period St. John exported $5,542,250 worth of goods. There is also transhipped at St. John, for transport to foreign countries, chiefly to Great Britain, a large amount of grain, meats, etc. from the United States, which, between Jan. and May 31, 1897, totalled to $1,181,068 in value.

"WHEN THE GREEN GITS BACK IN THE TREES."

In the spring, when the green gits back in the trees,
And the sun comes out and stays,
And your boots pull on with a good tight squeeze,
And you think of your barefoot days;
When you ort to work and you want to not,
And you and yer wife agrees
It's time to spade up the garden lot—
When the green gits back in the trees—
Well, work is the least of my idees
When the green, you know, gits back in the trees.

When the green gits back in the trees, and bees
Is a-buzzin' aroun' again,
In that kind o' lazy "go-as-you please"
Old gait they hum roun' in;
When the ground's all bald where the hayrick stood,
And the crick's riz, and the breeze
Coaxes the bloom in the old dogwood,
And the green gits back in the trees—
I like, as I say, in such scenes as these,
The time when the green gits back in the trees.

When the whole tail-feathers o' winter time
Is all pulled out and gone,
And the sap it thaws and begins to climb,
And the sweat it starts out on
A feller's forrerd, a gittin' down
At the old spring on his knees—
I kind o' like, jes a-loaferin' roun'
When the green gits back in the trees—
Jes' a-potterin' roun' as I—do—please—
When the green, you know, gits back in the trees.

—James Whitcomb Riley.

ANTHRACITE COAL CONSUMPTION.

It is feared, in coal mining circles of the United States, that the anthracite coal consumption will be less this year than it was last. For a long time, and since mining operations have gone on so extensively, the amount of anthracite consumed has increased almost yearly.

It is argued on one side that bituminous coal, oil and gas have displaced a large anthracite tonnage, and, together with the depressed state of business, the market for anthracite will be limited throughout the year. On the other hand, some consider that the depression has caused consumers to delay the laying in of a supply, that the encouraging signs will restore their hopes, and that a large increase in consumption will ensue.

A. ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

FRS. SCHOLES, Man. Dir.
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Highest Grade Rubber Belting

MADE IN AMERICA.

Specially Adapted for Use in Lumber Mills, Pulp Mills, Etc.

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Window Glass
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Also full lines of Butler's, Rodgers' and Askham's Cutlery, German and English Razors, Carvers, Pens and Pocket Knives

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QUICK MEAL

GASOLINE STOVES

BLUE FLAME OIL STOVES

IDEAL SUMMER STOVES

These Stoves have been in the Market since 1891, and have proved themselves a decided success from the start. They are light, handsome, and absolutely unbreakable. They contain more points of superiority than any other Stove on the Market.

THINK OF THE CONVENIENCE
NO SMOKE
NO DUST
NO ASHES

A Few Points of Interest.

The removable Cone accumulates no dirt on top of burners.

The removable perforated Cylinders can be replaced at a small cost.

The upper Drum is made of soft, smooth, cold rolled Steel, **Aluminum Coated.** Its covering is fire-proof, is non-corrodable and non-rustable, and will remain bright and clean.

The lower Drum is made of soft, smooth, cold rolled Steel—Japanned **in and out.**

The perforations in Cylinders are made with a special die, leaving edges smooth and easy to clean.

The Brass Tank has only **two pieces,** jointed together by a **single seam,** which is absolutely tight, as it is made on a special machine built for that work.

Look for 6 other points of superiority in next week's number.

SEND FOR ILLUSTRATED CATALOGUE AND PRICE LIST.

The Gurney Foundry Co., Limited, Toronto.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

MANITOBA MARKETS.

WINNIPEG, June 11, 1897.

THE event of the week has been the mining convention at Rat Portage. Over 200 visitors came in, and all the large mining camps, such as Australia, California, Texas, Mexico, South Africa and Colorado, were represented. The unanimous verdict of mining engineers and mining men generally was that there was plenty of gold in the country and that the facilities for mining were wonderful. There will, no doubt, be a large influx of capital in the near future as a direct result of the convention. Prices in hardware here remain practically unchanged.

BARBED WIRE—$2.60 per 100 lbs.

WIRE NAILS—$2.75.

CUT NAILS—$2.60 basis.

HORSE NAILS—45 per cent. discount.

HORSESHOES— $4 for ordinary brands, and $4.25 for snowshoe.

SCREWS — Flat head, iron, 85 per cent.; round head, iron, 77½ per cent.; flat heads, brass, 80 per cent., round heads, brass, 72½ per cent.

BOLTS—Carriage bolts, 60 per cent., and tire bolts, 60 per cent.

NUTS—⅜ and larger, 2½ to 3c. discount.

CORDAGE—Sisal rope, 7-16 in. and larger, 6c. lb.; ⅜, 6½c.; ¼ and 5-16, 7c.; manilla, 7-16 and larger, 7½c.; ⅜, 8c.; ¼ and ½, 8½c.

HARVEST TOOLS—60 and 60 and 10 per cent. discount.

BUILDING PAPER—Cyclone or Anchor brand, 60 to 65c. per roll; Cyclone or Anchor brand, tarred, 75 to 80c.

GREEN WIRE CLOTH—$1.50 to $1.60 per 100 square feet.

POULTRY NETTING—2-inch mesh, 60 to 65c. per 100 square feet.

BAR IRON—$2.15 per 100 lbs.

GALVANIZED IRON—American, 24 gauge, $4 to $4.25; 26 gauge, $4.25 to $4.50; 28 gauge, $4.50 to $4.75.

SHEET IRON—$3.75 to $4.

CANADA PLATES—$3.50 to $4 per box.

TIN PLATES — I. C. charcoal, Allaway brand, $4.50 per box; I.X., $5.50; I.C., charcoal P.D., Crown brand, $5; I.X., $6 per box.

SHEET ZINC—6 to 7c. per lb.

WROUGHT IRON PIPE—To 2 inch 65 and 67½ per cent.; over 2 inch 67½ to 70 per cent.

LEAD PIPE—$5.25 per 100 lbs.

PIG LEAD—$4 to $4.50 per 100 lbs.

SOIL PIPE AND FITTINGS—50 to 50 and 10 per cent.

PORTLAND CEMENT — Canadian, $3.75 per barrel; English, $4 per barrel; Josson, $4.25; calcined plaster, $3.25 per barrel.

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 4c.; Venetian red, barrels, 3c.; less than barrels, 3½c. American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

SUNDRIES—Glue, S.S. in sheets, per lb., 12½ to 15c.; glue, white, for kalsomining, 15 to 18c.; stove gasoline, per case, $4; benzine, per case, $4; benzine and gasoline, per gallon, 50c. Axle grease, Imperial, per case, $2.50; Fraser's axle grease, per case, $3.75; diamond, do., $2.25 per case. Coal tar, per barrel, $8; putty, in bladders, barrel lots, 2½c per lb., for less than barrels, per lb., 2¾c.

VARNISHES—No. 1 furniture, per gal., $1; extra furniture, $1.35; pale oak, $1.50; elastic oak, $1.50 to $1.75; No. 1 carriage, $1.50 to $1.75; hard oil finish, $1.50 to $2; brown Japan, $1; gold size, Japan, $1.50; No. 1 orange shellac, $2; pure orange shellac, $2.50.

WINDOW GLASS—First break is quoted at $1.75 per box of 50 feet, and $2 for second break.

LINSEED OIL — Raw, per gal., 50c.; boiled, per gal., 53c. in barrels; less than barrels, 5c. per gallon extra, with additional charges for cans.

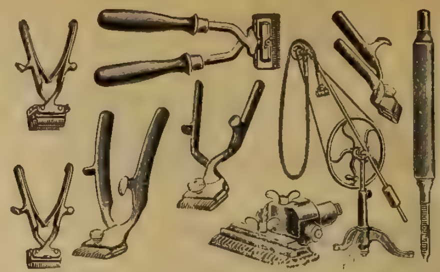
TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c. An additional charge for packages for small quantities.

OILS—Black oils, 25 to 30c. per gal.; clear machine oils, 33 to 40c.; cylinder oil, 50 to 75c. as to quality; castor oil, 10c. per lb.; lard oil, 70c. per gal.; tanners' or harness oil, 65c.; neatsfoot oil, $1.20; steam refined seal oil, 85c.; pure winter bleached sperm oil, $2 per gal.

CEMENT TRADE OUTLOOK.

The different cement works of Toronto give encouraging reports of their March, April and May trade. In each of these months business has been better than it has been for years. There is more building going on in the city now than for three years, thus increasing the output of lime. They also expect the heavy demand on them to continue, for fine weather will allow building to be proceeded with.

As was mentioned in last week's issue, the Canadian Government is giving the Canadian cement preference in the building of public works. On account of this prices are expected to be high before the season is over.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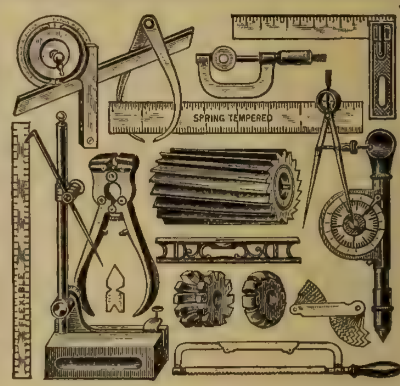

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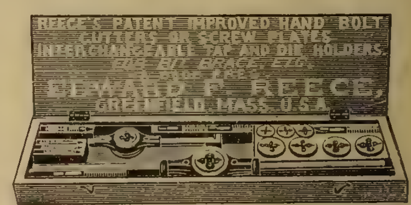
98 Page Catalogue Free.
THE L. S. STARRETT CO. Box 5
ATHOL, MASS., U.S.A.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.



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Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
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The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively.
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Best Virginia White Cedar Pails, with electric-welded Wire Hoops; Cans made of heavy Steel Plate, with Drawn Steel Bottoms, retinned; Gearing completely covered; Quadruple Motion; Automatic Scraper.

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MARKETS AND MARKET NOTES

OUEBEC MARKETS.

MONTREAL, June 11, 1897.

HARDWARE.

THERE has been a fair week's business on the whole during the past eight days, and values generally show a steady tendency. Notable in this connection have been the changes in bolts and rivets, and an advance in sisal and manilla rope. Demand has also continued brisk for barbed and plain fencing wire, and for wire and cut nails. Harvesting tools, spades and shovels, ware, hinges, in fact all kinds of hardware, have received a reasonable degree of attention.

BARBED WIRE — The barbed wire market, for reasons given last week, is un-unsettled as regards values, and stocks are still far from being well assorted. We quote as follows: $2.60 f.o.b. Montreal, and $2.50 f.o.b. Toronto, Hamilton and London. Freight prepaid in Ontario on 1,000 lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Carload lots of 10 tons in one shipment to one customer, 5c. per 100 lbs. less than above figures. Terms: 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE — There has been a continued good enquiry for plain fencing wire. Discounts remain the same at 30 per cent. 4 months or 3 per cent. f.o.b. Montreal.

PLAIN WIRE—There is little activity in this line. Discounts are 30 per cent. on tinners' coppered iron and coppered spring, f.o.b. Montreal, Toronto, Hamilton and London.

WIRE NAILS—There is an active enquiry for wire nails, and the base price is unchanged at the advance noted last week, viz., $2.05 to $2.10 f.o.b. Montreal.

CUT NAILS — Enquiry has only been moderate for cut nails, but prices are steady on the basis of $1.95 f.o.b. Montreal.

HORSE NAILS—Discounts are unchanged at 50 per cent. and business continues the same as noted before.

HORSESHOES — Orders for horseshoes noted last week have increased in quantity since. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS — Demand continues good for screws. Discounts are: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — Only a few small orders noted, with discounts 10 to 12½ per cent.

BOLTS—Discounts on full square and carriage bolts have been fixed at 75 per cent., and on plough bolts at 60. Other lines are unchanged and business is moderately brisk. Discounts are: Common bolts, 70; full square bolts, 75; Norway carriage bolts, 75; machine bolts, 70; coach screws, 80; blank bolts, 60; sleigh shoe bolts, 80; and plough bolts, 65 per cent. Square nuts, 4¾c. off the list, and hexagon, 5¼c.

RIVETS— Prices on these are firmer, discounts having been reduced 5 per cent. Business has been rather better this week. Discounts on iron rivets, black and tinned, up to 2½ lbs., and all other sizes, now are 65 per cent. Copper rivets are unchanged at 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—Demand for cordage has been more active during the week and stocks generally are light. Values on sisal and manilla have also been advanced here ¼c. per lb. We quote: Sisal, 7-16 and upwards, 5½c.; ⅜, 6c.; 5-16 and ¼, 6½c., and 3-16, 7c.; manilla, 7-16 and upwards, 7c.; ⅜, 7½c.; 5-16 and ¼, 8c., and 3-16, 8½c.

CHURNS AND WRINGERS — Business is only moderate in both lines and prices are unchanged.

ICE CREAM FREEZERS — Further enquiry for these is noted despite the cool weather.

HARVEST TOOLS—There is a fair demand for harvesting tools of all sorts.

SPADES AND SHOVELS—Values are unchanged and demand continues fair.

BUILDING PAPER—There has been a fair enquiry for this during the week. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING — There is a fair movement in belting with discounts 45, 10, 10 and 10, etc., up to 65 per cent., according to grade.

WARE—There has been a good average business doing in all kinds of plain and fancy iron ware.

HINGES—Values are unchanged and business pretty active in all sorts.

CUTLERY—There is a good jobbing trade passing in both pocket and table cutlery in a sorting-up way.

WIRE CLOTH, SCREENS, ETC.—Business continues fairly active in all these lines.

CEMENT—The unseasonable weather has, to a great extent, checked the movement of cement, but prices generally are firmly held. We quote: English, $2 to $2.10, and Belgian, $1.90 to $2.

FIREBRICKS—There is a good demand for small lots of firebricks, and prices are firmly held at $16 to $21 per 1,000, as to brand.

Jubilee Trays

A neat and useful souvenir, 13 inches diameter, japanned, high polish, black, with gold striped edges and letters. Colored transfer of the Queen in centre encircled by a wreath, comprising the Rose, Thistle and Shamrock. Made with two sizes of transfers, large or small.

Wrapped one dozen in a package.

With large size transfers, per doz., $3.00
" small " " " 2.50

Discount - - per cent.

THE McCLARY MFG. CO.

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ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. Established 1800.

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English, Belgian, German, American and Canadian.

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PLATE GLASS

THE BEST AND PRICES THE LOWEST
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Consolidated Plate Glass Co.
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Our stock is most complete in all kinds of Sporting Goods
Consisting of
Fishing Tackle, Lacrosses, Footballs, Boxing Gloves, Punching Bags, Baseball Goods, Camp Sets, Folding Furniture, Hammocks, etc., etc.
Send for Catalogue B.
The Wightman Sporting Goods Co. 403 St. Paul St. **MONTREAL**

METALS.

Business in heavy iron and metals generally has ruled quieter, as buyers have filled their wants for the present. Prices all round, however, are well sustained.

PIG IRON—The market has ruled quiet and unchanged. We quote: Hamilton, $16.50 for No. 1, and $15.50 for No. 2; Ferrona, $14 to $15; Siemens, $14 to $15; Summerlee, $17 to $18; Carron, $17 to $18; Ayrsome, No. 1, $16; Eglinton, $15 to $16; and Carnbro', $16 to $16.50.

BAR IRON—Business in bar iron continues quiet and prices rule easy on the basis of $1.35 to $1.45, as to quantity.

BAND IRON—Continues much as it was last week at $1.75.

HOOP IRON—There is no change in this, which rules steady on the basis of $2.25.

SHEET STEEL—There has been no further change since the decline noted last week, and prices are quoted on the basis of $2.50 per 100 lbs.

SHEET IRON—There has been a fair enquiry for black sheets. We quote the basis as before, $2.25.

GALVANIZED IRON—There has been a fair demand for galvanized sheets, both for prompt and forward delivery. We quote prices firm on the basis of $4.25 to $5.25, as to grade.

TINNED IRON—A fair demand has been noted and prices are steady on the basis of $5.50 up to 20 gauge.

LEAD PIPE—A fair trade is noted at 7 to 7½c., with discounts 30 and 5 off.

PIG LEAD—Prices are firmly held under a fair jobbing enquiry at $3.35 to $3.60.

INGOT TIN—No change since last week, and we quote prices steady at the decline, 15½ to 16c.

INGOT COPPER—Prices range from 12 to 13c., according to quantity, and business rules inactive on the whole.

SHEET COPPER—Business moderate, with values 14½ to 16c.

IRON PIPE—There is a fair enquiry for small lots, but buyers will not order ahead. Prices are rather irregular, but we quote from 1⅞c. on ¼ inch, 9¼c. on 2 inch black, and from 4c. on ¼ inch to 11½c. on 1½ inch galvanized.

CANADA PLATES—Demand on import account has continued fair. We quote $2.35 to $2.60, as to grade.

TERNE PLATES—Stocks are not heavy, and prices are firmly held at $6 to $6.25.

TIN PLATES—There have been quite a few good sized orders for coke tin plate placed during the week. We quote: Coke, I.C., $3 to $3.20; charcoal, I. C., Allaway, $3.25; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X,, $4.50.

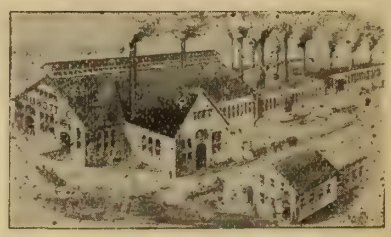
BOILER PLATE—Remains dull and steady at $1.90 to $2.

1897 **IMPROVED** 1897
STEEL WIRE TRACE CHAINS

Made Heavier and Stronger for 1897.
Every Chain Guaranteed.
Most Profitable and Satisfactory Chain to Handle.

The B. Greening Wire Co., Ltd.
HAMILTON, ONT.
Eastern Depot, 422 St. Paul St., **MONTREAL**

Rhode Island Pattern Horseshoes.
Abbott & Co.
ROLLING MILLS



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NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

If you want the straightest and most durable **Rawhide Whips** in the market, order our
Napoleon and Monarch
WHIPS
Every Whip Guaranteed.
Patented and made only by . . .
HAMILTON WHIP CO.
119, 121, 123 Mary St., HAMILTON.
Cheap Whips of Every Style.

SOLDER—There is a quiet trade doing in solder at 12 to 13c.

SHEET ZINC—Without special feature at $5 to $5.25.

SPELTER—Dull and unchanged at $4.50 to $4.70.

ANTIMONY—As last noted, with prices rather easier at 9½ to 10c.

PAINTS AND OILS.

A steady demand is reported in the various branches of this business. White lead continues active, and the demand for prepared paints is also well maintained. Linseed oil is steadier, but without alteration in price, domestic crushers being disposed to undersell English oil. Turpentine tends to firmness at the reduction quoted last week.

WHITE LEAD—We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—As last noted. We quote: Pure, 3¾c. in casks, 4c. in kegs, and No. 1, ¼c. less.

LIQUID PAINTS—As last reported.

SHELLAC—Firm and unchanged at 25c. case lots of pale orange.

PARIS GREEN — In moderate request. Drums, 13½c.; packets, 14½c.

LINSEED OIL—Steady. We quote: Raw, 42c.; boiled, 45c.; 5-barrel lots 1c. per gallon less.

TURPENTINE— Firmer, at 42c. for single bbls.; 5-bbl. lots, 41c. nett.

VARNISHES—Meet a good enquiry at current prices.

SEAL OIL—Rather firmer this week at 39c.

COD OIL—Gaspe cod oil has ruled easy at 30 to 31c.

NAVAL STORES — Dull. We quote as follows: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 5½ to 6c. for colored, and 7 to 10c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

GLASS.

The glass market continues much as it was. We quote: First break, $1.25; second break, $1.35 per 50 feet; third break, $2.80 per 100 feet.

ASHES.

Have ruled rather steadier at $3 to $3.10 for first pots, $2.80 to $2.85 for seconds, and $4.40 for pearls.

HIDES.

There has been no further change in hides. We quote: Calfskins, No. 1, 8c.; No. 2, 6c.; beef hides, 6, 7, and 8c. respectively.

PETROLEUM.

The petroleum market has ruled quiet during the past week and there have been few changes of importance, except in Canadian oil. We quote: Canadian, in car lots, 13½c.; smaller quantities, 14½c.; American prime white, car lots, 17c.; smaller, 18c.; water white, car lots, 18½c.; smaller, 19½c.; Pratt's astral, car lots, 20½c., and smaller lots, 21½c.

TRADE NOTES.

Canadian petroleum has been marked down 1c. per gallon.

Discounts on carriage, full square and plough bolts have been reduced.

There has been a firmer feeling in turpentine since the decline noted last week.

Iron and tinned rivets of all kinds have advanced 5 per cent. during the week.

Values on cordage have been marked up ¼c. all round on both sisal and manilla rope.

Domestic crushers of linseed are keeping down prices from a desire to undersell the English oil.

ONTARIO MARKETS.

TORONTO, June 11, 1897.

HARDWARE.

BUSINESS is a little more interesting this week, chiefly on account of a better business and a healthier feeling in regard to the outlook. Wire nails are still a source of trouble owing to the lack of uniformity in prices, in spite of the briskness of the demand and the difficulty experienced in supplying it. Business keeps good in fencing wires. Barb wire is in better supply than it was. A little better demand for horseshoes is to be noted. Business in rope, on the other hand, is scarcely as brisk as it was. Trade continues good in spades, shovels and harvest tools. More business is being done in enamelled ware and tinware. A good output of milk-can trimmings and made up cans is still reported.

BARB WIRE—The difficulty of the past few weeks in filling orders has been partly overcome and shipments are being made more promptly. Prices are nominally $2.50 delivered to points where the rate does not exceed 25c. per 100 pounds. Terms, 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE—Business is still good, and prices are much the same as a week ago. Discounts, 27½ to 30 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days.

PLAIN WIRE, ETC.—There is no change to note, business being quiet and prices nominally unchanged. We quote: Tinners', coppered iron, and coppered spring, discount 27½ to 30 per cent. f.o.b. Toronto, Montreal, Hamilton and London.

WIRE NAILS—Prices are still in an unsatisfactory condition, there being in some instances as much as 10c. per keg difference in prices quoted by manufacturers. In consequence of this it is morally impossible to quote prices, consequently we do not attempt to do so. The price at Pittsburg is given at $1.25 in carload lots, which, with the duty added, would be $1.86. By adding the freight to this merchants should be able to arrive at an approximate idea of what they should pay for wire nails. The demand for wire nails exceeds the supply.

CUT NAILS—Trade is rather quiet, but, spite of this, some difficulty is being experienced in getting shipments forwarded promptly, manufacturers' stocks being low. Base price, $1.74 Pittsburg, duty included; freight to be added; at Toronto $1.95 is being quoted.

HORSE NAILS—Business is improving a little. Discount 50 per cent.

HORSESHOES — Trade is slowly improving. We quote as follows: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS — Business is being well maintained. The price of machine screws is from 6½ to 7 per cent. dearer. Discounts are now: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount 25 per cent.; round head, 25 per cent.

BOLTS—Trade is being well maintained. Discounts are: Common bolts, 3-16, ¼, ⅜ and 5-16, 70 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.: machine bolts, 70 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and

Binder Twine. HOBBS HARDWARE CO. London.

We have led, others tried to follow.

WE STILL LEAD.

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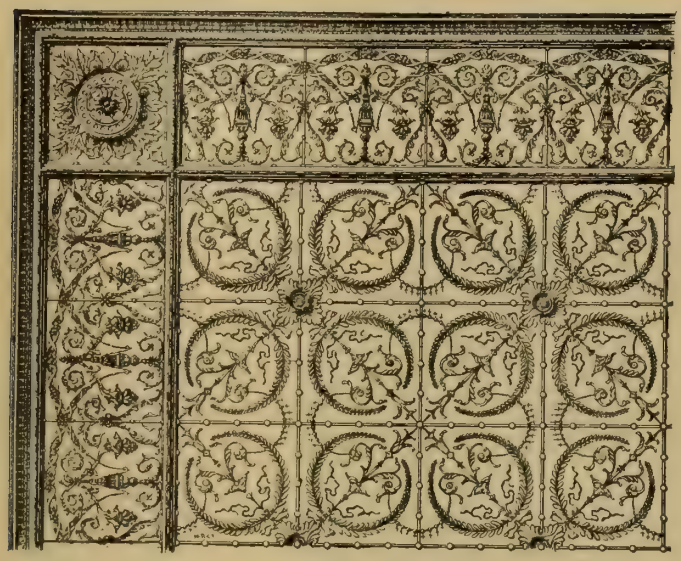
PLYMOUTH - - - - - - -
CENTRAL PRISON - - - - -
CONTINENTAL TWINE CO.'S - -
DOMINION GOVERNMENT - - -

} *TWINES*

METALLIC CEILINGS

These ceilings are made from mild, annealed metallic plates, in a great variety of designs, suitable for every description of buildings, including HOSPITALS, CHURCHES, SCHOOLS, CONVENTS, OPERA HOUSES, ASYLUMS, OFFICES, STORES, RESIDENCES, Etc.



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The many advantages of their use as a substitute for wood and plaster lie in the fact that they are light in weight, will not crack nor drop off, consequently no danger of falling plaster; are unquestionably durable, have air-tight joints, are easily applied, are practically fire-proof, are highly artistic, do not harbor vermin or the germs of disease, and possess splendid acoustic properties, in addition to many other points of excellence over any other form of interior decoration.

SEND FOR CATALOGUE

The Metallic Roofing Co. Limited Cor. King and Dufferin Streets **Toronto, Ont.**

The Pioneer Makers of Sheet Metal Building Materials. Phone 5481

5 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb.

BRASS BUTTS — Business is quiet and prices unchanged. Discount, 17½ per cent.

RIVETS AND BURRS—Business is fair, the usual trade being done. We quote: Black and tinned tinners' rivets, small sizes up to 2½ lbs., 65 and 5 per cent.; ditto heavier than 2½ lbs. and all other rivets, 60 and 5 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—Trade is not as good as it was a week ago, orders being only small. We quote as follows: Sisal, 7-16 in. and larger, 5⅜c.; ¼ and 5-16 in., 6⅜c.; ⅜ in., 5⅞c.; 3-16 in., 6⅞c. Manilla, 7-16 in. and larger, 7⅛c.; ⅜ in., 7⅜c.; ¼ and 5-16 in., 8⅛c.; 3-16 in., 8⅝c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — Business is quiet. Discounts, 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS — Business is quiet. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

HARVEST TOOLS—Business is about the same as last week, still being fair. Discount, 60 and 10 per cent.

SPADES AND SHOVELS — The demand is now more equally divided between the better and the cheaper grades than it has been. Business continues good. Discount, 45 per cent.

BUILDING PAPER — The improvement noted last week has been maintained, although no large sales have been reported. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Business is fair. We quote: Standard, 45, 10, 10 and 10 per cent; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—Trade in enamelled and tin ware has improved during the week, a nice business now being done in both.

MILK CAN TRIMMINGS, ETC.—An improved trade is to be noted in both milk can trimmings and made-up cans. Sales are larger than last year.

HINGES — The demand is good. We quote: Screw hook and hinge, 6 to 10 inch, $3.40 to $3.50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—Has been moving a little better during the past week in table cutlery, pocket knives and razors.

SCREEN DOORS AND WINDOWS—Are going out nicely.

POULTRY NETTING—Is still in active request. Discount, 67½ per cent.

GREEN WIRE CLOTH—Trade is reported fair. We quote: $1.35 per 100 square feet.

GARDEN HOSE—Business continues good. We quote: Standard brands, 72½ per cent.; "Competition," or "Trade," 77½ per cent.

CEMENT—In spite of the heavy demand on them, dealers find it hard to raise the price of cement. The preferential tariff will certainly bring down the price of Belgian Portland, but as yet there is no definite reduction. The other prices are also unchanged. We quote in car lots: Canadian Portland, $2.40; English do., $2.50; Belgian do., $2.50; Canadian hydraulic cements, $1.10; calcined plaster, $2 per barrel.

SPORTING GOODS—A few shipments of Flobert rifles have gone out during the week, and there has been a little movement in powder for trap shooting, but in general, trade is quiet. Jobbers are getting their stocks and catalogues in shape for the coming season.

METALS.

The metal trade rules quiet. Sheet steel, black iron, antimony and pig lead have all

EFFICIENT
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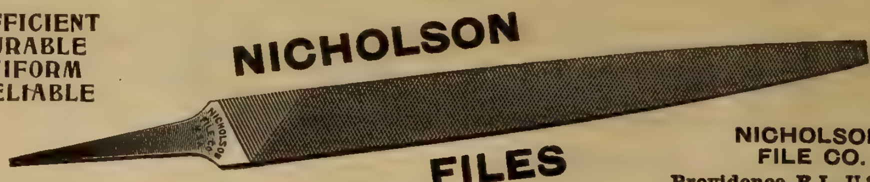


NICHOLSON
FILE CO.
Providence, R.I., U.S.A.

THE MARLIN MODEL 1893

Is a rifle made to give satisfaction. Like all other Marlins it has the well-known **SOLID TOP** and **SIDE EJECTION.** It is made of special stock and takes the two popular cartridges 32-40 and 38-55.

It is made in all lengths and styles, regular and **TAKE DOWN.**

It is also made for the 2 modern small bore high-power hunting cartridges 25-36 and 30-30 smokeless.

Send for complete catalogue to

Barrel and Action of "Smokeless Steel."

THE MARLIN FIRE ARMS CO.

For Sale by all Jobbers **NEW HAVEN, CONN., U.S.A.**

To Whet a Scythe...

properly requires a good Scythe Stone.

Pike's BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND

are positively the best on earth. ***Scythe Stones***

Pike's Lily White Washita OIL-STONE
has no equal for mechanics' tools.

WRITE FOR PRICES

The Pike Mfg. Co., Pike Sta., N.H.

been reduced in price. Iron pipe has been reduced materially.

Pig Iron—There is neither much offering nor much wanted. We quote: Hamilton No. 1, in 100 ton lots, $14.50 per ton; No. 2, $14; Southern soft, $15.50 for No. 1, and $15.15 for No. 2; Southern foundry, $15.75 for No. 1; $15.25 for No. 2, and $15 for No. 3; Niagara, No. 1, $14.80; No. 2, $14.30.

Bar Iron—Trade shows slight improvement, but prices have been cut, and jobbers, as a rule, appear to be doing business on a 10 per cent. margin. We quote the base price at $1.40 in carload lots and $1.50 in small quantities.

Sheet Steel—Prices have been reduced about 10 to 25c. per 100 lbs. But as a correct list was not obtainable at the time of going to press our quotations stand the same as a week ago. Business is good. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.60; 22 to 24, $2.60; 26, $3; 28, $3.25; "Dead Flat," 14 to 16 gauge, $3 to $3.75 per 100 lbs.; 18 to 20, $3.25; 22 to 24, $3.50; do. 26 gauge, $4.

Black Iron—A reduction of 10 to 15c. per 100 lbs. has been made in this line, but our quotations remain the same as a week ago, not being able to obtain a corrected list up to the time of going to press. We quote as follows: 10 to 12 gauge, $2.60 per 100 lbs.; 14 to 16 gauge, $2.70; 18 to 20 gauge, $2.25; 22 to 24 gauge, $2.30; 26 gauge, $2.40; 28 gauge, $2.55.

Galvanized Iron—A good movement is to be noted. While the demand is fairly well divided between the English and American iron, buyers appear to be again turning their attention more to the former make. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

Tinned Iron — Business is moderate. We quote as follows: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

Lead Pipe and Traps — Trade continues fair. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

Soil Pipe—Business is moderate. Discount, 60 and 10 per cent.

Pig Lead—Trade is only fair. A reduction in price has taken place, figures now being $3.30 per 100 lbs. for ton lots and $3.40 per 100 lbs. for smaller lots.

Ingot Tin — Trade is a little better than last week. The idea as to price is still 15¾c. per lb.

Ingot Copper—Prices are a little easier, being ¼ to ½c. lower. We quote: 11¾c. for quantities and 12¼c. for small lots.

Sheathing Copper, etc. — Prices are lower and trade is quiet. We quote: Sheathing copper, 14½ to 16c. according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

Iron Pipe—Quotations are lower on iron pipe, but business is more active, although the demand is chiefly for small quantities. Galvanized pipe is unchanged. We quote per 100 feet net: Wrought, ¼ to ⅜-inch, $1.87; ½-inch, $2.10; ¾-inch, $2.45; 1-inch, $3.40; 1¼-inch, $4.50; 1½-inch, $5.87; 2-inch, $7.87. Galvanized, ½-inch, 4c.; ¾-inch, 4¾c.; 1-inch, 6¾c.; 1¼-inch, 10¼c.; 1½-inch, 11½c.

Range Boilers — Business is fair. We quote: Galvanized, 30 gallons, $5.50 to $5.75; 35 gal., $6.50; 40 gal., $7.50 to $7.75; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates—There is not much going out from stock, but a good many orders for import are being booked. We quote: Half-polished, 52 sheets, $2.50; and all-bright, $3.

Tin Plates—Trade is fair. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

Coil Chain— Business is quiet. We quote: ¼ in., 4⅝c.; ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

Sheet Zinc—The demand keeps good. We quote: Cask lots, 5¼c.; small lots, 5½c.

Terne Plates — The conditions are much about the same as a week ago. We quote: I C, $6; I X, $8.

Zinc Spelter—Dull. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

Solder — Trade remains fair. We quote: Standard, 10½c.; strictly pure, 11c.

Antimony —Very little doing and prices are easier. We quote: Cookson's, 8¾ to 9c.; other makes, 8¼ to 8½c.

GLASS.

The sales are not large. The prices in glass have lately become irregular owing to the cutting going on. It is expected they will, however, be more settled in the course of a week. We quote window glass: First break in 50-foot boxes, $1.20, and in 100-foot boxes, $2.30, Toronto, Hamilton and London.

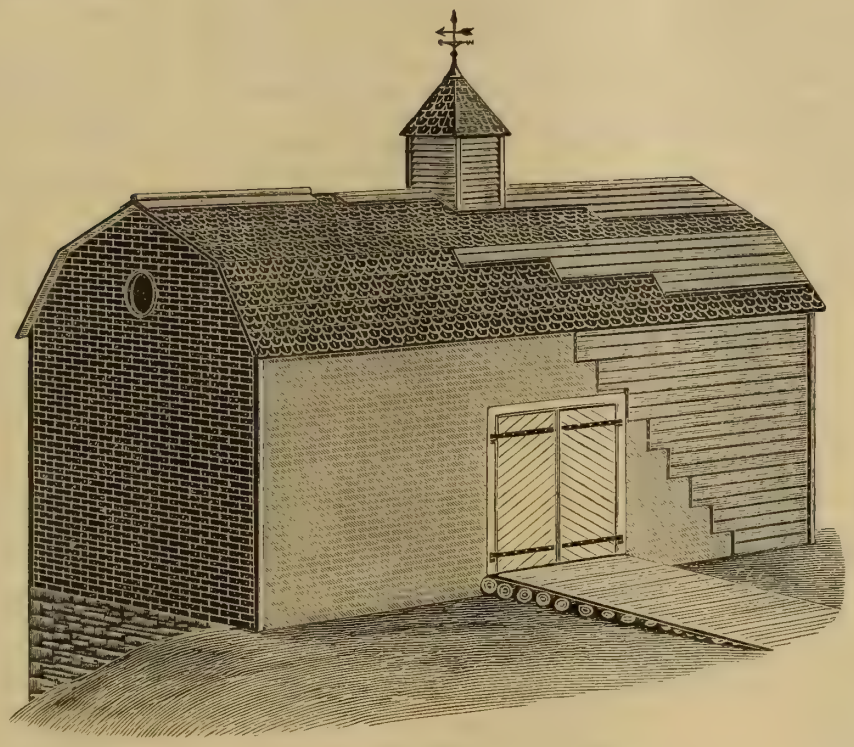
OLD MATERIAL.

Particularly in iron, trade is dull. The Montreal markets are being utilized for wrought iron. The trade in rags has fallen off slightly, but lead, zinc and the finer metals are moving lively. We quote: Agricultural scrap, 40c. per cwt.; machinery cast, 42½c. per cwt.; stove cast scrap, 25c.; No 1 wrought scrap, 40 to 45c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3 to 3¼c.; good

METAL COVERING FOR BARNS

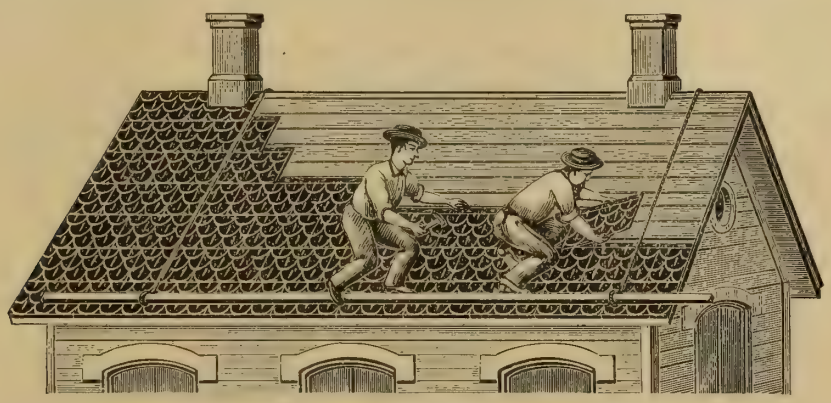
Fire Proof. Lightning Proof. Storm Proof.

Do You Know of Anyone Building A Barn ?



Why Not Sell . . Them a Pedlar Metal Roof ?

Cheap as wooden shingles. THE PEDLAR SHINGLE will last a lifetime.



EASY TO APPLY.

THE PEDLAR SHINGLES are now being used for covering all modern barns.

IT WILL PAY YOU TO HANDLE THEM.

THE PEDLAR METAL ROOFING CO.

J. H. ASHDOWN, WINNIPEG,
Agent for Man. and N.W.T.

Oshawa, Ont.

country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

PAINTS AND OILS.

A good steady trade with a strong undertone is reported this week. The merchants here are at a loss to understand why it is so hard to get oxides of lead. Prices are firm. English quotations are very high. A good business is being done in naval stores, including pine tar, turpentine, etc. Owing to heavy demand the stocks of sulphate of copper are unreplaceable. Insecticides are in good demand, but paris green has not begun to move yet owing to the weather. Everybody is looking for a heavy demand soon. Trade is brisk in glues, especially in the cheap varieties used for cabinet work. In kalsomining glues there is a preference for real good No. 1 white glue. The Americans are failing to supply the Canadian market with linseed oil owing to the low prices prevailing here. Bridge and roofing paints are being actively enquired for. Ready mixed paints continue to be shipped in large quantities, and varnishes partake of the general improvement in business.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15 ; No. 1, $4.77½ ; No. 2, $4.40; No. 3, $4.02½ ; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4 ; ditto, No. 1, in casks of 560 lbs., $3.75 ; genuine, in kegs of 100 lbs., $4.25 ; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—60c. per 100 lbs.

GUM SHELLAC—30 to 35c.

SULPHATE OF COPPER—In 300-lb. casks, 5c. per lb.

PLASTER PARIS—$1.90 per barrel.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

SEAL OIL—Is quoted at 5½ to 6c. and yellow seal at 4¼ to 5c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY— In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.85; bladders in 100-lb. cases, $2.05 ; 25-lb. tins, 4 in case, $2.20 ; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—250-lb. kegs, 13½c. per lb.; 50-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. cartoons, 15c.; 1-lb. tin packages, 15½c.; ½-lb. packages, 17c.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 43c.; 5 to 9 barrels, 44c.; Boiled, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 44c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal are 2c. less than the above.

HIDES, SKINS AND WOOL.

HIDES—Firm, with no changes during the week. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS—The market has improved. Prices have risen 1c. a lb. No. 1 veal, 8 lbs. and up, 10c. lb. ; No. 2, 8c.; Deatons, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—We quote : $1.25 to $1.35; $1.50 for best ; shearlings, 15 to 20c. each ; lambs, 25 to 30c.

WOOL—Owing to the delay in the passing of the American tariff, the prices have become feverish. Price of wool now is 18c. Little or nothing is doing. Dealers are holding wool in anticipation of higher prices, but it is almost certain to come down.

PETROLEUM.

The oil trade continues good. Machine oil is moving lively. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

COAL.

Business continues dull. Anthracite is quoted at Buffalo and bridges : Grate, $4.01 ; egg, $4.24 ; stove, $4.24 ; chestnut, $4.24.

MARKET NOTES.

Pig lead is from 20 to 22½c. per 100 lbs. lower.

Copper, both ingot and sheathing, is lower.

Antimony (Cookson's) is ¼ to ½c. per lb. lower.

Window glass is down to $2.30 in 100-foot boxes.

A material reduction has been made in the price of iron pipe.

Sheet steel is quoted 10 to 25c., and black iron 10 to 15c. per 100 lbs. lower.

The discount on machine screws, both flat and round head, has been reduced.

The demand for oil and gas stoves and refrigerators is not as brisk as it was. The unsettled weather is blamed for it.

The Gurney Foundry Co. this week shipped a carload of radiators for the White Star building being erected in Liverpool.

Mr. A. J. Somerville, president of the Ontario Lead & Barb Wire Co., who has been in Europe with his family for some months, will sail for home by the Majestic on the 16th inst.

M. & L. Samuel, Benjamin & Co. report the bicycle trade good. They have received another large consignment of the "Erie" wheel. They are now fitting these wheels with the Boston laminated wood rims and Dunlop tires.

The McClary Manufacturing Co. is putting "Jubilee" tea and coffee pots, enamelled, on the market. The decorations are raised work, and the pots present a pretty appearance. The firm also has tea trays and children's mugs with Jubilee designs upon them.

By a change in the management of the Niagara Falls Metal Works Co. the former manager, Mr. Eldridge, now represents the company on the road, and Mr. A. T. Harrison is manager of the works. Mr. J. H. Thompson has been appointed secretary-treasurer of the company. This will ensure a continuance of the vigor which has characterized the company in all its lines. Combine with this the unexcelled facilities of this new plant, competition, both in price and quality, will be out of the question.

UNITED STATES MARKET.

NEW YORK, June 11, 1897.

PIG TIN.—Business of very fair amount was effected, and prices ruled a fraction higher, partly in sympathy with an advance in London quotations, but quite as much under the influence of a good control of stock here and absence of importations the past few days. Good sized lots were sold at 13.55c. in store and 13.60c. f.o.b., but the latter position was quoted at 13.65c. at the close. Purely speculative interest in this market remains in a profound state of lifelessness.

COPPER—The condition of the market remains unchanged. London furnished very tame reports, but the cables reflected a good degree of steadiness to values there, particularly on the finer grades. Exporters were, to all accounts, indifferent buyers here, and business with home consumers was moderate. Prices are slightly uneven, with a suggestion of being easier at 11 to 11⅛c. for Lake Superior ingot, 10⅝ to 10¾c. for electrolytic and 10½ to 10⅝c. for ordinary casting stock.

PIG LEAD—Moderate business only was reported, and the market remained very deficient in liveliness. In fact, buying interest did not appear to extend beyond carload lots, and these were secured at 3.25c., spot delivery. Regarding the general position,

R. C. LEVESCONTE

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nothing new came to notice. London cable was £11 18s. 9d. for soft Spanish.

SPELTER—There is little if any increase in dealings at this point, or in the demand, and western markets were represented as having been quiet. Sellers are holding firmly, however, at 4.25 to 4.35c. for eastern delivery. London cable was £17 5s. for ordinary brands.

ANTIMONY—Jobbing movement is fair, with prices steady at 6¾ to 7¼c., as to brand.

TIN PLATE—The movement in American plates continues rather backward, or, at least, not up to expectations. Combine prices are still being undersold and concessions of 5c. were made to-day on the public quotations of "outside" sellers. Some increase was noted in small sales of foreign cokes.

IRON AND STEEL—Business in crude material and in the finished products generally continues rather disappointing and of merely fair volume. Prices continue more or less weak throughout, but are showing no radical change.

THE CHATHAM MEET.

THE Chathamites seem to realize that this will probably be their only chance to win the national meet game and are determined to make the July 1 gathering the biggest kind of a big affair. Not being content with the $1,000 Jubilee handicap for the professionals, they are now offering prizes in the road race that will make the amateurs scramble. They have headed their prize list in this event with a racing tandem valued at $150, and offer as a second prize a racer. Added to these, there will be fully a dozen other prizes, so that there is ample opportunity for the road fiends to get into the game. This event will be run off Saturday, July 3.

The Wanderers' Band, of Toronto, which has been responsible for the major portion of the fun at previous association meets, will be on hand in all its glory. This organization is now stronger than before, having 25 instruments, and will furnish music at the track each day.

One of the most interesting features will be the relay race arranged between teams representing The Toronto World and the Cleveland Bicycle Co., of Toronto. The World representatives will take the southern route, through Hamilton, Brantford, Woodstock, London and on to Chatham. The Cleveland riders will follow the northern course, by way of Georgetown, Guelph, Acton, London and to Chatham. The start will take place about 5 a.m., in Toronto, and it is expected, if all is well, that the last courier will reach Chatham about 7 p.m. Each route will be divided into 25 relays, there being two couriers on each relay and as many trailers as wish to follow. The couriers of both routes will carry packets from the Mayor of Toronto to the Mayor of Chatham, who will receive them in Tecumseh Park. There will, in all probability, be in the neighborhood of 500 persons associated in this undertaking, and its outcome will be awaited with much interest by wheelmen generally.

Edward N. Hines, Detroit, chief consul Michigan district, L.A.W., has consented to officiate as a judge at the Chatham meet. From present appearances the entry list at Chatham July 1 will be the biggest in the history of the C.W.A. The entries have been pouring in during the past few days, and even should no more come in the races there will be exciting. With such events as the $1,000 handicap, the W. G. and R. trophy team race, eight championships, the big road race and eight open events, even the most exacting should be satisfied.

The Chathamites have wisely placed the rate of admission to the track on July 1, 2 and 3 at 25 cents, with 25 cents extra for grand stand. Seats can be reserved beforehand at 50 cents each on application to the meet secretary. They have secured the drill hall, situated at the east end of Tecumseh Park, in the centre of the city. It has a regular set of offices for the various committees, will hold 2,000 people and will be a general rendezvous during the meet. Everything so far indicates that this will be the banner meet since the organization of the association.

AMONG THE RETAILERS.

The Thos. Meredith Co., King street, Toronto, have secured the agency for that city for the Central Prison binder twine. This firm appears to be preparing for a good fall trade, for a large assortment of harvest tools have also been placed in stock. In spite of the weather, they claim that business around the market has not been better for years.

A thorough overhauling has just been given to Russell's hardware store in the market, Toronto. The front entrance has been moved from the side to the middle of the store, and two windows have taken the place of one. The rear has been modified considerably, while the inside walls have had a share in the re-decoration. They claim now that their assortment of hardware is almost complete. Sales have been gratifying so far. Poultry netting has been a special feature in their sales this spring.

Mr. R. Fair, of 290 Queen east, Toronto, tells us that he is not able to procure enough bicycles to satisfy the demand. He has sold as many as five in one day, which is a pretty good record for a cash store. It proves that hardware merchants can handle bicycles to advantage if they will push them like Robert Fair does.

RAMBLER.

TRADE CHAT.

Con. Gallagher, formerly of Child & Gallagher, Regina, is putting up a three-storey brick pork packing house at Edmonton.

The St. Stephen, N.B., Board of Trade is being re-organized. Three members of the old board are now busily soliciting new members, and it is expected that the St. Stephen Board of Trade will, in a very short time, be a large and energetic body.

The word limited must hereafter be used on the office signs, on all notices, advertisements, and every document used by a limited joint stock company. The word must not be abbreviated, and there is a penalty of $20 for every day it is not used.

A new Customs regulation has been issued, to the effect that small packages of a value of not over 50c. coming from foreign countries will in future be allowed to pass the Customs free of duty, and will be delivered at the home address without any charges or detention, as heretofore.

A branch of the Retail Merchants' Association, for Lambton, Weston and Toronto Junction, has been formed with the following officers: C. B. Borland, Toronto Junction, president; H. Keys, Weston, 1st vice-president; T. Elliot, Lambton Mills, 2nd vice-president; W. J. Sheppard, secretary, and J. Sheppard, treasurer.

HIS IDEA OF REST.

A business man accustomed to hard work for many years usually finds idleness irksome. Men who have been actively in the harness, as a rule, do not like to retire, although retirement in old age is the goal of the average worker. A successful Chicagoan, who has reached sixty years, said to me the other day: "I am going to quit. I have worked for thirty years without a week's vacation; now I am going to rest for thirty years. I have earned every dollar I possess; now I intend to spend and stop worrying about accumulating it."

I applauded this determination and inquired how he intended to spend his leisure.

"I have bought a homestead in Blank," he said, naming a small Michigan town, "and I shall remove there with my family and simply wallow in idleness and contentment!"

"Will that occupy all your extra time?"

"Oh, I shall walk about a good deal, I dare say. Exercise — you know — great thing for an old man."

"Is that your entire programme?"

"N-no; not exactly," he said, hesitatingly. "I'm going to organize a private bank down there and manage it."— Chicago Times-Herald.

Plumber and Steam-Fitter

EVERY fine day we have now the plumbers are busy remodelling any drains that they have in connection with their work. Building has not been progressing, so that not only is the plumbers' work not ready, but the tenders are not being let. The only work on hand now is repairing and the refitting of closets, baths, etc.

At the first of the season this business was booming, but lately there has been nothing worth mentioning doing in or around Toronto. Many figures are being asked for, but not many contracts have been let, and the prices at which they are obtained appear to be very low.

AVOIDING CONTRACTION BREAKS IN LEAD PIPE.

A correspondent of Metal Worker writes that journal as follows: In answer to the letter of "F. T. K." in The Metal Worker, April 24, a contraction break may be avoided by making a wide sweep to the bend which turns down to the cellar and wide sweep bends wherever bends occur, so that the pipe will have a chance to give under expansion and contraction without breaking. Almost every plumber has had experience with broken hot supply pipes at the top of a boiler when a short sharp bend is made and the pipe is held rigid. When hot water runs through the pipe expansion takes place and the pipe arches up; then, as it does not readily go back to its original form on cooling, it will break after the process has taken place a number of times. No experienced plumber will be so sparing of his lead pipe as to make a short sharp bend, but instead will often put an extra foot of pipe into the bend so that the pipe can go and come down without breaking on the inside of the bend. If "F. T. K." will make his bends with a wide sweep and not put his tacks too close to the bends, he need not fear contraction breaks.

THE COMING CONVENTION.

A meeting of the Entertaining Committee of the convention of the Dominion Association was held last Tuesday evening, when the duties they are to perform in regard to entertaining the delegates, June 30 and July 1 and 2, were discussed. Preparations are being made for the entertainment of about 40 delegates, coming from all parts of the Dominion and representing about 4,000 plumbers. Mr. J. B. Fitzsimons was appointed chairman of the committee, and as many arrangements as possible were made for giving the visitors a royal entertainment. The master plumbers of Toronto are to be asked to co-operate with this committee, not only that more enthusiasm may be aroused, but also that too many duties and responsibilities may not devolve upon the committee.

BUILDING PERMITS IN TORONTO.

The value of building permits for Toronto issued during May was $102,526. Last May the value was $63,515, showing an increase of May, 1897, over May, 1896, of $39,011, or more than 60 per cent. This explains the statements of the plumbers, to the effect that a great many estimates are being asked for. These figures include the permits for several buildings of value from $20,000 to $30,000.

RULES FOR FURNACE HEATING.

A UTICA, N.Y., furnace company gives the following rules for furnace heating:

While the size of hot air pipe that will be required to heat a room will largely depend upon the existing conditions that vary in different buildings, the proportion of exposed wall and glass surface, length of pipe and construction of building—there must, nevertheless, be some relation to the cubical contents of same, and therefore, as the simplest and most readily comprehended rule of apportioning the size of hot air pipes we offer the following table, which is based on the building being detached, of average construction and exposure, average length of pipes and the outside temperature zero. In case of extraordinary conditions, such as poor construction of building, location of building, exceptional exposure of wall surface, unusual glass exposure, loose windows and doors and long hot air pipes, allowances must be made, and the ratio of size of hot air pipes to cubical contents must be increased proportionally over that stated in this table:

One square inch of capacity of hot air pipe will heat cubic feet of space as follows:

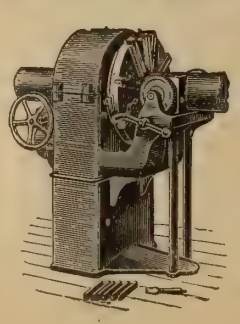
Dwellings.	Each inch will heat
Living rooms, one side exposed	23 cubic feet.
Living rooms, two sides exposed	20 " "
*Sleeping rooms, one side exposed	35 " "
*Sleeping rooms, two sides exposed	25 " "
Halls	35 " "
*Bathrooms, size 8 x 12 x 9 feet or over (smaller sizes 8-in. pipe)	18 " "
Public Buildings.	
Stores (where furnace is connected to one pipe directly over same)	50 " "
Churches (where furnace is connected to one pipe directly over same)	90 " "

*If located on the second storey, the vertical partition pipes or stacks can be about 25 per cent. less in capacity than the round collar connecting pipe to said partition pipe, on account of increased velocity of hot air in the vertical pipe.

In explanation of the above table we give the following example: To heat a living room, first floor, with two side wall surfaces exposed, size 15 x 15 x 10 feet ceiling, equaling 2,250 cubic feet, at a ratio of 1 to 20, the size of the hot air pipe required to heat this room is arrived at by dividing 2,250 by 20, equaling 112½, which is the equivalent of a 12-inch pipe of 113 cubic inches.

A feature of primary importance to a heating system is a chimney having a strong draft, and furnacemen have frequently had trouble in overlooking this requirement, or have not been able to impress the importance of it upon their customers to secure it in instances where trouble has resulted. A

Armstrong Pipe Threading



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furnace will render better service and the fuel consumption will not be increased if connected with a chimney having a strong draft when the furnace is also provided with a proper check draft, with means of operating it either positively or automatically, conveniently located.

Chimney flues for heating apparatus should be ample in size, and carried as straight as possible from a point near the cellar floor to above the highest projection of the roof. They should be independent, having no connection with other flues or openings, and always of the same area from top to bottom. A well jointed tile flue, preferably round, is better than a square brick flue of larger area. The chimney flue should be carried 3 or 4 feet below the smoke pipe entrance and provided with a clean-out door at the base, tightly fitted, affording easy access for removing the accumulated dust and soot.

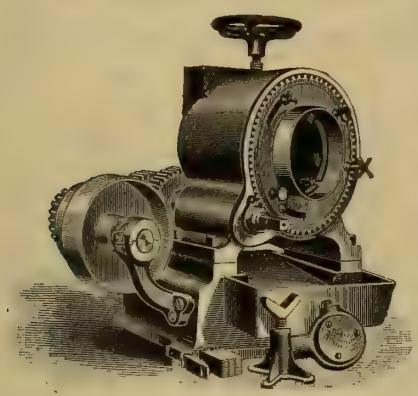
No chimney flue should be less than 8 inches in depth.

Ventilating flues should be provided for in original plans. They should be located in inside walls, and in proximity to chimney flues when possible, deriving therefrom the necessary heat to secure an upward movement of the currents. The opening in these flues should be at the bottom.

The areas of vent flues should be about 1 square inch to every 20 cubic feet of space.

U. S. NATIONAL CONVENTION.

The official call for the fifteenth annual convention of the National Association of Master Plumbers has been issued by president W. H. Doyle, Philadelphia, and the



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Range 2½ to 4 inch. R. R.

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OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ⅛ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

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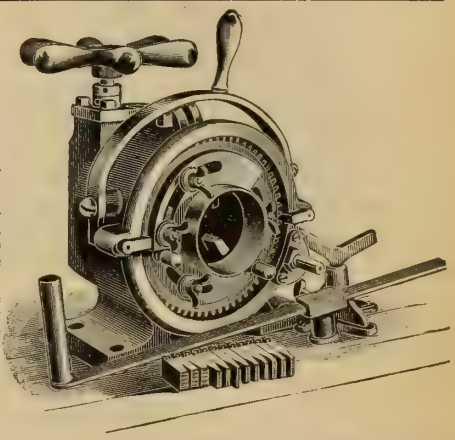

No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

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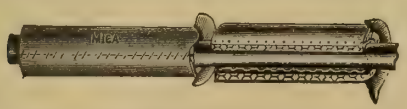

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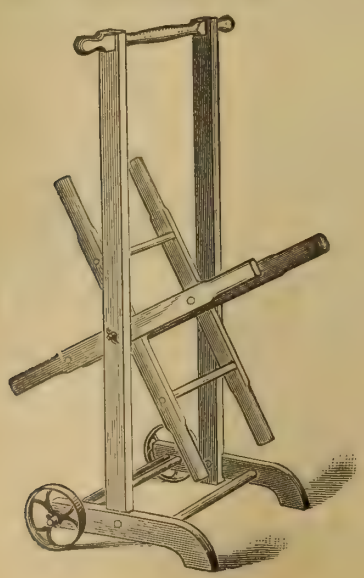

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call is accompanied by much pertinent information. Several amendments to the constitution are announced to be on the notice board. It is proposed that the number of members of the Executive be changed from 10 to 15, that a national organizer be appointed, and that a system of auditing be introduced. The first meeting of the convention will be held in New York on June 15.

STRIKE SETTLED.

The Chicago plumbers' strike, after running three weeks, was settled the other day. The union gas-fitters, who had struck in sympathy, have also returned to work. The strike of the junior steam-fitters is still on, but strong hopes are entertained that it will soon be settled. The dispute in the plumbing trade was adjusted by a conference committee composed of representatives of the Chicago Master Plumbers' Association, and representatives of the Chicago Journeymen Plumbers' Protective Association. The result of their labors was a new agreement, of which the following are the leading points:

Hours of labor to be from 8 a.m. to 5 p.m., with one hour for dinner, and Saturday from 8 a.m. to 4 p.m., except Saturdays from June 1 to September 1 from 8 a.m. to 12 a.m.

Wages to be $3.75 per day for journeymen, except short Saturdays, when wages shall be $2.25 per day. Junior plumbers are to receive $2 per day and $1.25 for short Saturdays.

Overtime is to be counted as one and a half times the regular rate of wages, but Christmas, New Year's, Thanksgiving, Fourth of July, all Sundays and after 8 p.m. to be paid for at double regular wages.

Journeymen are to be paid for travelling time and are to receive railroad tickets free.

PLUMBING NOTES.

John Date, plumber, Montreal, has had his stock slightly damaged by water. It was insured.

Keith and Fitzsimons are now finishing their contract in regard to the plumbing at Mr. Gooderham's new residence at Centre Island.

Joseph Bourcier and Rosana Bourcier, Montreal, have registered a partnership to do a plumbing business under the style of J. Bourcier & Co.

THE DURABILITY OF WIRE NAILS.

From a hardware house in Iowa Iron Age received the following communication with reference to the use of wire nails for roofing purposes:

We are astounded at the discovery that for certain purposes wire nails are absolutely worthless. Threepenny for roofing purposes rust out on the average in from five to seven years. The writer has had four cases in point, where the shingles were still perfect and yet the nails had rusted entirely through so that a man could take them up an armful at a time.

Sidewalks are another use for which they are worthless, and, in fact, any outside exposure destroys the nail. Another case is where the spindles on a porch railing had been toned in with 8d. finish wire nails, and in five years many of them are entirely rusted off and the spindles loose. It is certainly to the interest of the public to know of these serious and startling defects, as it is certain that we must come back to our old friend the cut nail for many uses where we have been using the wire nail. We have practically carried no cut nails of any kind for years, so you see this discovery comes in the face of a very decided disposition to push their sale.

WON THE HORSE.

A LOCAL clergyman told me a story yesterday concerning a deacon in a little Vermont town, where he was located a number of years ago, says a writer in an exchange.

The village store, as in most small places, was the "hanging-out" place of the community, and every evening the men used to gather around the stove and the sugar barrels and swap words of untruthfulness.

Now it happened that the proprietor of the establishment had an old horse, which had done service for him for years. It was crippled all up, and no longer of any use to anybody; nevertheless, it had been so faithful that to kill it was out of the question, and, of course, he could not sell it.

One night when the nightly loungers were gathered about the stove, and conversation was lagging a trifle, the jolly proprietor broke out with an original idea.

"Now, my friends," he said, "let us see who can tell the biggest lie. You will each of you tell a story, and the one that I consider has told the biggest lie, to him will I give the horse. I shall be judge of the contest."

They started, and the Old Testament statement that "all men are liars," was fully demonstrated. The contest was at its height when in came Deacon Goodnow. They told him what was in the air. Now the deacon was one of those men with a long face that would lead a man to think he was just going to a funeral—a man withal that ought to have lived under the blue laws.

"Why," he exclaimed, looking at the proprietor, "realiy I am surprised! Here, sir, you are encouraging lying; you are making these men lie. For shame! Now I never told a lie, and——"

"The horse is yours," broke in the proprietor.

SITUATION WANTED.

WANTED—PERMANENT SITUATION AS SENior clerk in Hardware store; young man, ten years experience; good salesman and stockkeeper; strictly temperate; understands buying thoroughly; best of references. Address W. A. Fisher, Burks Falls. (25)

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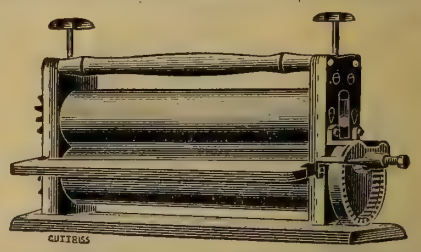

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RED CAP
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WHITE SISAL

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manila and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to any manufactured. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture. Prices and samples of our brands will be furnished on application.

Consumers Cordage Co.

MONTREAL . . .

UNITED STATES MINERALS.

According to the mineral statistics of the United States, compiled by the Engineering and Mining Journal, the production of their mines is increasing. Last year, in spite of business depression, there was an increase of $18,700,000 in the value of productions over that of the previous year, which made the value of the United States mines for 1896 total to over $751,700,000.

Gold, silver, copper, coal, petroleum, lime are the most valuable productions they have. The gold mined last year was worth $58,660,637, which was an increase of $11,800,000 over 1895. The production of silver also increased last year to 56,222,332 fine ounces. The gold and silver considered was obtained from domestic ore only, and there was besides a large amount refined from Mexican and Canadian ores. The production of pig iron and coal decreased slightly, the amount of iron being 8,623,127 tons, and of coal 187,373,477 tons. Copper reached its greatest value last year, the report showing a production of 467,822,973 pounds.

The United States has a greater production of gold, silver, copper and pig iron than any other country in the world. Their coal output is exceeded only by that of Great Britain.

WHERE NOTHING IS EVER SOLD.

In Bainbridge, Geauga County, O., not far from Cleveland, is the queerest country general store I ever ran across, says a writer in a Chicago paper. Bainbridge is a small hamlet, but the store is as large and as well stocked as the average suburban store. It is kept—that is precisely the word for it—by an old widower, who has no relatives in that section of the country. When the civil war began he was running a flourishing general store in Bainbridge, and made money rapidly during the succeeding four years. When peace was declared prices, which had been greatly inflated, took a sudden drop. The old fellow believed that this would be followed by a boom which would send prices skyward again, and refused to sell his goods for less than he paid for them. Down went the prices—down, down, down—and finally he was forced to close his store for want of purchasers

To-day his store stands almost exactly as it did thirty years ago. It is stocked with such goods as are usually found in country stores, but, of course, the stock is now practically worthless.

Every day the old man opens up the place to give it an airing. He is there, too, for business, if anyone chooses to buy what he has to sell, and is willing to pay what he asks.

"Why, sir," he said to me, "some of the calico I've got here cost me sixty-five cents a yard in 1867. Wouldn't I be a fool to sell it for five cents?"—Chicago Times-Herald.

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If so, write us and discontinue supplying even the best grades of Carriage Varnishes for this purpose, as they are utterly unsuited. . . .

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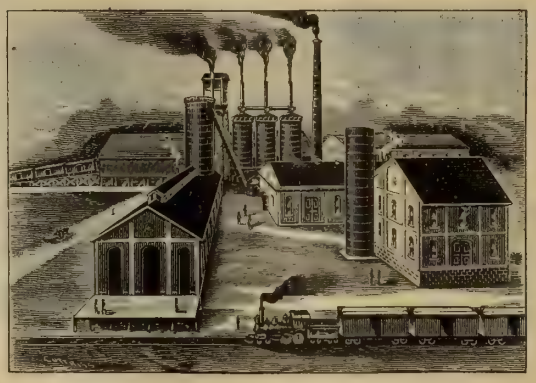

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A hardwood floor should be nicely waxed. It looks elegant and is always clean. Even in very small towns there are some hardwood floors. Dealers sometimes don't know what to provide for the purpose. We have it! **JOHNSON'S WAX** specially prepared for floors and interior finish. There are directions on each can for using, and it affords a fair profit to the dealer. We have a booklet, "What people should know about finishing Hardwood Floors." Send for it, and ask us for prices.

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UNICORN MIXED PAINTS

It Can't Bulge

in the centre if that Flat Painter's Brush is bridled with Boeckh's Patent Bridle. Did you ever see a flat painter's brush that didn't "bulge" when twine was used as a make-shift for a bridle?

A dozen other strong points about Boeckh's Flat Bridled Brushes best told about in our catalogue. 127 illustrated pages. Drop a postal for it to

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Blue Flame Oil Stoves

. . and . .

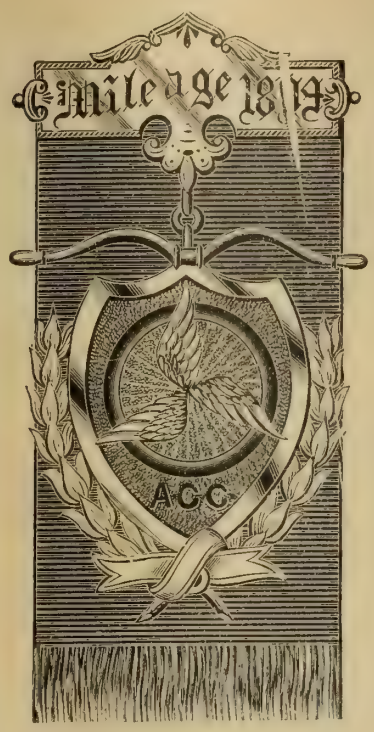
Gasoline Stoves

If in need of any of these lines kindly write for discounts to . . .

The Hamilton Hardware Co.

LIMITED

HAMILTON, Ont.



No. 314

We make a Specialty of

Prize Cups Trophies Medals Pewters and Trowels

and issue a Catalogue illustrating same.

The Toronto Silver Plate Co., Limited.

King St. West, TORONTO, CANADA

E. G. GOODERHAM, Manager and Sec.-Treas.

TORONTO PLATE GLASS IMPORTING CO.

WHOLESALE IMPORTERS OF

BUGLE BRAND WINDOW GLASS

Best prices on application for this celebrated brand of glass from **stock.**

Special Low Prices to import---summer and fall deliveries.

PLATE GLASS
BENT GLASS
BEVELLED GLASS
MIRROR GLASS
FANCY GLASS
STAINED GLASS
LEADED GLASS
SAND-CUT GLASS

135 and 137 VICTORIA STREET TORONTO

USEFUL FOR TRAVELERS.

A USEFUL document for commercial travelers and export agents has just been issued by the British Government, compiled from reports of consuls and other agents abroad. It gives particulars concerning the licenses and other documents required by commercial travelers or agents seeking trade in foreign countries. These particulars apply to any foreigners traveling on business in the respective countries mentioned. In Belgium commercial travelers are subject to the payment of a fixed annual license of 20 francs. Foreign commercial firms established in Belgium are taxed in proportion to the amount realized by their transactions. In France no licenses are required. Resident agents are subject to the same taxation as a native. In Germany a "trade legitimation card" is the only requirement. In the Argentine Republic the foreign licenses are based on a graduated scale of 45 categories, rising from $5 to $20,000. In the case of representatives of foreign firms, with or without a business house, the cost of the license varies from $100 to $500, according to the number of firms represented and the importance of the business transacted on their accounts. In Buenos Ayres a commercial traveler can pay a fixed license of $50, which covers all operations in the national territory. In other provinces the rates are higher. In Brazil each province has its own peculiarity in regard to this matter. In Rio de Janeiro no license for travelers has been required, but the report says that the establishing of a tax is now being advocated. For resident agents the taxes vary in the different towns and municipalities, and are regulated according to class of trade. In Rio Grande do Sul the charge for either traveler or agent is $300; in the city of Para, $1,000; in Maracaibo, $200; in Manaos, $300; in Pernambuco, $200; in Corea, $270, and in Maceio from $150 to $300, according to the nature of trade. In the ports of Alegre, San Paulo and Rio Grande del Norte there are no taxes. A bill is now before the State Congress of Bahia proposing a tax of $1,000. In Parahyba a tax is proposed for the end of this year. No license is required in Guatemala, Nicaragua or Salvador. In Honduras a consular certificate is all that is necessary. In Italy, Portugal or Peru no documents are required, while in Spain identification cards are absolutely necessary. Commercial travelers in Russia are subject to a Custom house certificate costing about $20. Resident agents must have licenses involving a payment of about $110. In Chili there are various charges ranging from $100 to $300 for the travelers and from $500 to $2,000 a year for the resident agents. In United States of Colombia and Austria there are no charges for travelers or agents.

LOGS IN THE MIRAMICHI RIVER.

Never before at this season were so many logs together in the Miramichi River, there being upward of 90,000,000 feet in one boom. They are packed so solid in the river for about three miles that people walk across the river on them. In some places they are piled 20 feet above the river. It is said the logs, placed end to end, would reach 3,600 miles. Their value is estimated at $630,000.

GODDEN—CUMINES.

The picturesque town of Welland was all astir on Wednesday, the 9th inst., owing to one of its fairest daughters being carried off by a young and popular hardwareman in Toronto. Mr. Clarence P. Godden, of King street east, is the lucky groom, and Miss Marion H. Cumines the bride.

The interesting ceremony took place in Holy Trinity Church. The Rev. Mr. Thos. Godden, father of the groom, officiated, assisted by the Rev. Gabine Johnston and the Rev. John Keith Godden, M.A. (the groom's brother). Evan McLean and Robert Martin, of Toronto, attended Mr. Godden, while Ethel and Helen Cumines, sisters of the bride, were bridesmaids.

A large number of friends gathered at the church, which was beautifully decorated, and a lively interest was taken in the event, as the young lady has always been popular in Welland's social and musical circles.

After the wedding a reception was held at Mr. Thomas Cumines' residence, where much enthusiasm prevailed as the numerous and handsome presents were shown, and congratulations were showered upon the happy pair.

Mr. and Mrs. Clarence P. Godden drove to Merritton to catch the fast express for Toronto and Montreal, visiting Berthier en Haut, where the old friends of Mr. Godden had prepared a right royal reception for the young couple.

HARDWARE AND METAL tenders its congratulations.

It is estimated that Moose Jaw and Regina districts will furnish between 800 and 1,000 head of cattle for fall export this year.

A TWIST OF THE WRIST
AND YOUR CHAIN'S ADJUSTED.
Wolff-American
High Art Cycles
have the only perfect
ECCENTRIC ADJUSTMENT.
Single Models - $100
Tandems - - $150

REPRESENTATIVES:
Dorken Bros. & Co.
MONTREAL
DISTRIBUTING DEPOTS:
Montreal - J. Millen & Son
Halifax - DeWolfe, Son & Co.
Ottawa - Graves Bros.
Toronto - Geo. B. Meadows & Co.
Hamilton - Hamilton Hardware Co.
London - Rogers Electric Co.
and all large centres.

"It's the Wick Does the Trick"
Wolff-American
High Art Cycles
Have
Self-Oiling Bearings.
REQUIRE NO ATTENTION — HOLLOW AXLE CONTAINS WICK HOLDING ENOUGH OIL FOR 1,500 MILES OF RIDING.
Duplex for Two Riders.
EASY TO RIDE, SIMPLE TO GUIDE.

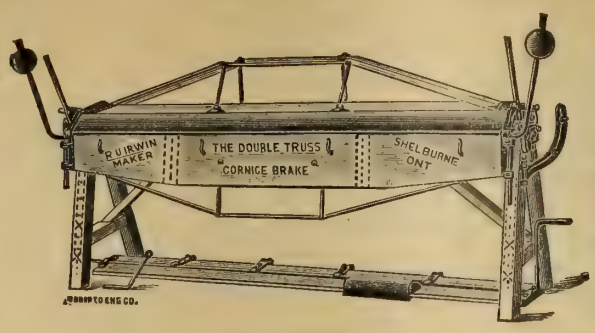
FIRES DUE TO ELECTRICITY.

In a paper read by Frederick Bathurst, before the Society of Arts, London, on "The Prevention of Fires Due to the Leakage of Electricity," the author first discussed the possibilities which might cause electrical fires, broadly summarizing the conditions under the three heads, imperfect insulation, imperfect conductivity, and imperfect workmanship. He then passed some criticisms on the use of wood casings for electric light wires, and on the practice occasionally adopted of inclosing them in ordinary iron piping, finally advocating as the best and safest system a series of continuous tubes or conduits of insulating material placed throughout a building after the manner of gas or water pipes, the conducting wires being afterwards drawn into the tubes. In this way the conductors were insulated electrically from all the materials used in the building, and the wood-work of the house was effectually protected from being ignited by leakage or by the accidental heating or short circuiting of the wires themselves. The effects of careless handling or defective workmanship could also be readily detected and remedied. Insulating tubes could be found which were water-proof, and would provide a high and durable insulation. Such a system could be installed simultaneously with the operations of building, and lend itself effectively to the repair, alteration or enlargement of the conductors. A suitable metallic armoring provided protection from external trouble, while all internal troubles arising from moisture or damaged insulating material on the conductors were, from a fire risk point of view, absolutely counteracted. In short, he thought that an insulating tube system fully met the various conditions of safe and perfect wiring, compensating crass ignorance and counteracting gross carelessness on the part of those installing or using the electrical service.

CANADIAN PAINTS IN AUSTRALIA.

The Blue Book of the Department of Trade and Commerce, recently issued, contains letters from J. S. Larke, Esq., Canadian Commissioner to Australasia. He reports that Canadian paints and varnishes are giving good satisfaction, and the outlook promises a good trade. He also adds that at the forthcoming exhibition of the Royal Agricultural Society of New South Wales several carriages will be shown finished with these goods.

We understand that these reports correspond exactly with the recent communications of the agents of the Canada Paint Co., Montreal, who have taken pains to have prominence given in the Sydney Exhibition to carriages entirely finished with their colors and varnishes.



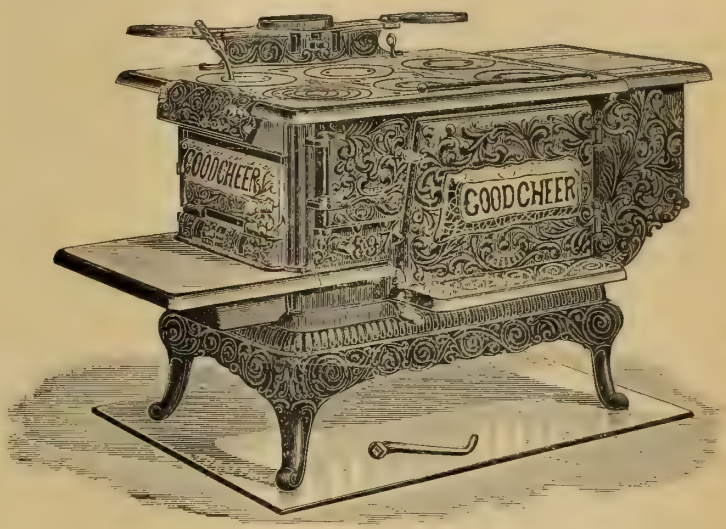
$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere. All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

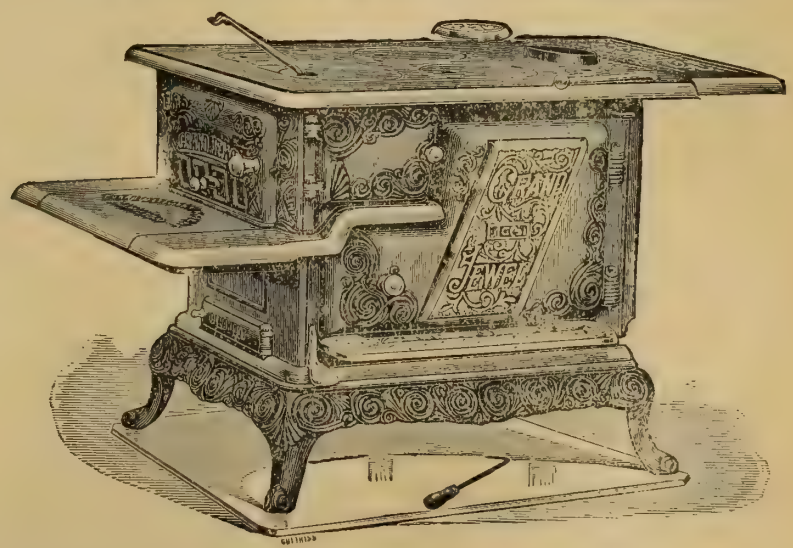
Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

GRAND JEWEL COOK STOVES... For WOOD and for COAL.

With Patent One-piece Cold-rolled

SHEET STEEL OVEN.



Burrow, Stewart & Milne

Agents for Manitoba and Western Territories
Merrick, Anderson & Co.,
WINNIPEG.

HAMILTON, ONT.
Manufacturers of all kinds of
"JEWEL"
Stoves, Ranges, and Hot Air Furnaces.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.
W. L. Haldimand & Son,
MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

AN assignment has been demanded of Eloi Perron, general storekeeper, Isle aux Coudres, Que.

Birley & Agar, general storekeepers, Alexander, N.W.T., have assigned.

Leon Lambert, general storekeeper, Halifax South, has compromised at 70c. on the dollar.

Oren C. Merkley, Maxville, Ont., harness merchant, has compromised at 30c. on the dollar.

Hamlin & Burk, general store, Emsdale, Ont., have called a meeting of their creditors for the 10th inst.

McLeod & Jardine, general storekeepers, Mount Stewart, P.E.I., is offering to compromise at 30 per cent. The stock was to be sold by auction on June 3.

Cyrus N. Bell, dealer in agricultural implements, etc., St. George, Ont., has assigned to A. E. Watts, Brantford. A meeting of the creditors is called for the 14th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

J. K. Bellow & Co. wire workers, Montreal, have dissolved.

Beauchamp & Deslauriers have started a planing mill in Montreal.

Labonte & Dupont, hardware merchants, Farnham, Que., have dissolved.

F. Deslauriers & Co., sash and door manufacturers, Montreal, have dissolved.

Trottier & Hardy, general storekeepers, Farnham, Que., have dissolved partnership.

P. Biron & Fils, carriage makers, Sherbrooke, Que., have dissolved partnership.

Hughes & Co., lumber merchants, Souris, Brandon and Hartney, Man., have dissolved partnership.

John McCosh is retiring from the planing mill firm of Pomeroy & Co., Orillia, Ont. A. Malcolm has been admitted as partner.

Leon Dorais and Willard Dobbin have formed a partnership to do business as electricians under the style Dorais & Dobbin.

Chesley & Greenwood, who have been running a bicycle business in Toronto Junction, have dissolved partnership. Each continues.

Isaie J. Dupont and Aime J. Loiselle have formed a partnership to do business as tinsmiths in Farnham, Que., as Dupont & Loiselle.

Adolphe and Jos. Methot have registered a partnership to do business in a general store in St. Rochs des Aulnais under the style of A. V. Methot & Co.

Euclide Phaneuf and Elphege Phaneuf have formed a partnership to carry on a blacksmithing business in Farnham, Que., under the style Phaneuf & Frere.

Chas. Sessenwein and Dame Rose Cohen, wife of Abraham Leavitt, have formed a partnership to do business in scrap iron, under the style Sessenwein & Leavitt.

S. S. Cummins is retiring from the Hington Smith Arms Co., handlers of sporting goods, Winnipeg. Business will be continued by M. Putnam under the same style.

SALES MADE AND PENDING.

The assets of the Imperial Brush Manufacturing Co., of Montreal, have been sold.

The assets of J. B. Caron, general storekeeper, Valleyfield, Que.. are to be sold by tender.

Brownscombe & Miller Bros., general storekeepers, Mount Albert, Ont., have sold out.

The assets of D. P. Cottingham & Co., dealers in paints and artists' materials, Montreal, are to be sold.

H. Fauteux, hardware merchant, Ste. Cunegonde, is advertising his real estate for sale by auction on the 30th inst.

The assets of Patrick J. Harrington, general storekeeper in Killaloe, Ont., are to be sold by auction on the 8th inst.

The stock of D. St. Amour, general storekeeper, Comber, Ont., is advertised to be sold by auction on the 11th inst.

CHANGES.

Q. & G. Morgan, blacksmiths and carriage makers, Markham, Ont., are advertising retirement from business.

Lewis Myers, Montreal, has commenced a bicycle business.

R. B. Younghusband has started a general store at Dunrobin, Ont.

The Jocobie's Perfection Oil Co. have started business in Montreal.

Vincilette & Co., South Durham, Que., have started a general store.

Allan & Maxwell, general storekeepers, St. Stephen, N.B,, have sold out to John F. Clarke.

Guillaume Morin, who has been running a general store in Notre Dame du Lac, is giving up business.

E. H. Brooks, carriage maker and furniture dealer, Mount Albert, Ont., has sold out to A. Theaker.

Benjamin Blair, who has been running a planing mill in Shelburne, Ont., has sold out to G. B. Richardson.

Nelles & Fitzpatrick, who have been keeping a general store in Preston, Ont., have removed to Harriston, Ont.

FIRES.

The electric light plant at Carbery, Man., has been burned out.

The premises of The Cossitt Co., Ltd., manufacturers of agricultural implements,

. . ISLAND CITY . .

Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.

WORKS: 274 St Patrick St., MONTREAL.

WANT ADVERTISEMENTS

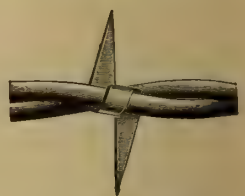
Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

BEST GALVANIZED BARB WIRE

Cactus Interlocked

Genuine Glidden



Light Baker

4-point cattle has barbs 6" apart——hog 3" or 4" apart
2-point " " " 5" " —— " 3" apart

Galvanized Cable

Fencing (No Barbs)

ALSO FENCE STAPLES AND WIRE NAILS. Annealed and Galvanized Smooth Fencing Wires, Annealed Baling Wire, Oiled Wire.

All products made direct from the ore under one management, and guaranteed equal in quality to any made.

Represented by A. C. LESLIE & CO. MONTREAL

OLIVER WIRE COMPANY Pittsburgh, Pa.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

W. GORDON & CO.
SCALE MANUFACTURERS
587 St. Paul Street
Montreal
All kinds of Scales made and repaired.
Write for Catalogue.

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Javanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

R. DILLON,
"HIGHEST GRADE" SCYTHES
OSHAWA, ONT.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

The Niagara Falls Metal Works Company, Limited
Niagara Falls - Ont., Canada
MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

Brockville, have been damaged by fire and water. Loss was fully covered by insurance.

M. J. Sirois, of Cacouna, Que., has been burnt out. He was in a general store, and was insured.

The foundry of the Laurie Engine Co., Montreal, was partially damaged by fire. Loss covered by insurance.

DEATHS.

John Drury, of John Drury & Son, St. John, N.B., has died.

James Hayden, general storekeeper, Vernon River, P.E.I., is dead.

William McDearmot, general storekeeper in Gagetown, N.B., has died.

UNADULTERATED NERVE.

"I might relate an instance of what I call nerve," says a writer in a Minneapolis exchange, "which came to me the other day; I understood it happened in this state. Out here in the country in a small town where there is a little bank and two or three general merchants, a farmer came to town one morning, went to the place where he had traded for years, and had always been accommodated (was probably owing the man money then, but that I do not know), and said that he wanted to borrow $50. The merchant said he could not let him have it. The farmer said: 'If you cannot let me have it can't you go on my note at the bank so I can get $50? I must have it. So the merchant told him he would do so to accommodate him for a short time. They went over to the bank and the farmer got the paper indorsed, got his $50, went back and got his team and went over to the depot and piled on $50 worth of goods bought from a supply house in Minneapolis."

BICYCLE TUBING COMBINE.

The report is current in the States that a combination of several large firms has been formed for the manufacture of bicycle tubing. Henry A. Hartman, of Pittsburg, Pa., has recently gone to England and succeeded in inducing four of the largest works in England to support the scheme. At present the American companies who have joined the combination are the Eldwood Wildness Tube Co.'s two plants at Eldwood and Greencastle, Pa. At Mr. Hartman's suggestion three managers came across from England to inspect the American plants. They decided that the capacity of their own works should be doubled, but that the works at Brooklyn, Toledo and Shelbyville could be closed down. The American concerns going into the combination will have a capacity of 200,000 feet a year, and $3,000,000 will be spent in improvements. Their headquarters will be in New York under the management of Mr. Hartman, and both domestic and foreign markets will be cultivated.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

IF YOU WANT TO
ADVERTISE anything, ANYWHERE
in Canada, we can do it for you.
MacLEAN PUBLISHING CO. Ltd.
ADVERTISING DEPARTMENT
MONTREAL - - TORONTO

Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

Joseph Rodgers & Sons, Limited

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

REGISTERED TRADE MARK.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

CURRENT MARKET QUOTATIONS.

TORONTO, June 11, 1897.

These prices are for such qualities and quantities as are usually ordered by retai ealers on the usual terms of credit, the owest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
28 "	0 07¼	0 07½

Iron and Steel.

	Base Price	
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.87; ½ inch, $2.10; ¾ inch, $2.45; 1 inch, $3.40; 1¼ inch, $4.50; 1½ inch, $5.87; 2 inch, $7.87.

Galvanized, ½ inch, 4c. ¾ inch, 4¾c. 1 inch, 6¾c. 1¼ inch, 10¼c. 1½ inch, 11½c.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 5 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
'Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 40
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ocbre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	....	0 08
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb	....	0 50

Paris Green.

Casks	0 13½
50-100 lb. kegs	0 14
25-lb. Irons	0 14½
1-lb. Boxes	0 15

Sulphate of Copper.

Casks, for spraying, per lb	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 65
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
And ex. No. 1 Carriage	....	1 60
Gold Size Japan, per gal.	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 20
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal. net	0 41	....
Boiled, per gal. net	0 44	....

Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	....	0 42

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 08½
Smal lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss } " Sewing, per gross.. }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 70 p. c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 and 5 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 77½ p.c.

Boring Machines.

Complete, with augers, each..	5 00	7 50

Braces.

Barbe' s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
llar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to ch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 75
Belgium "	2 50
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem, from $1.25 to $7 net.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

	Star.		Double Diamond.	
Size United Inches.	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	....	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 0

HANGERS.

Door, 4 and 5 inch, per pair..	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per 100 lbs	3 40	3 50
12 in. up, per 100 lbs	2 40	2 50
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 35	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 0

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ to p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Basis—50 to 60 dy. $1.74 Pittsburg, duty included.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.

Wire Nails, basis, $2.04 on carload lots and $2.15 in less quantities, delivered Toronto, Hamilton, London, and to places where freight from Pittsburg is same as to these cities; other places where rate is higher, excess is added. Terms, 4 months or 3 off and 30 days; delivered in lots of 10 kegs or more.

Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L...................... $ 50 00
No. 38 Hand Machine, range 1½ to 4............................ 100 00
No. 56 Hand Machine, range 2½ to 6............................ 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 5 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, 70 to 70 and 5 p.c

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03 0 03¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Tinners' Rivets, (black and tinned iron) up to 2½-lb., 65 and 5 per cent. dis.
All other Iron Rivets, 60 and 5 p. c. dis.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 50 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	5¼	00	6⅞
¼, 5-16, ⅜ in..............	6⅞	00	8¼
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire............ 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen.............. 0 40 0 70
"Empire," McMillan&Haynes, per ft.................. 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 2 20 4 50
Door, per doz................ 7 10

SCREW DRIVERS.

Sargent's per doz........... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 75 3 00
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish..............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish.................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers'................. 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd 75
Zinc tacks........................... 35
Copper tacks 62½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................ 10
" " in bulk 15
" " solid heads, in bulk....... 60
Saddle nails in papers................ 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAP LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks. " " " 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz .... 6 [illegible] 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 27½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 25 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

		Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart................	....	2 50
Galvanized, 4 barb, 4 and 6 inches apart	....	2 50
Galvanized, plain twist, all.. delv'd.....................	....	2 50
Plain twist....................	....	2 50
Steel Staples	....	2 50

Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

INSURE YOUR LIFE IN THE
CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

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J. K. MACDONALD, Managing Director.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

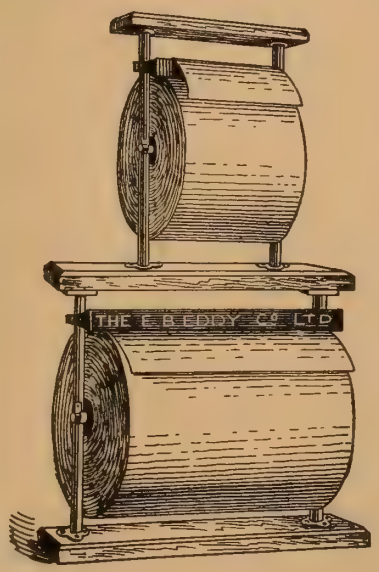
GEO. E. DRUMMOND,
Managing Director and Treasurer

Brushes

Catalogue
for
1897
Now Ready

MEAKINS & CO. 313 St. Paul Street . . MONTREAL

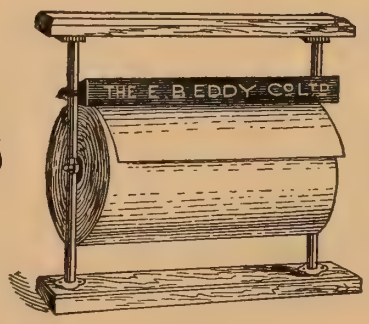
and Meakins & Sons, Hamilton.



ECONOMY demands that all stores be equipped with

Roll Paper Cutters

GOOD SENSE demands that they be the



EDDY CUTTER...

Their handsome appearance and simplicity of design make them the most desirable Cutter on the market.

The E. B. EDDY CO. Ltd.

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38 Front St. West - TORONTO 318 St. James St. - MONTREAL

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Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

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WHEN YOU NEED

RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

A Good Paint Increases Your Business.

It has done this for us—it will surely do the same for you. We have added two factories in the last three years, and we will soon need more room—this looks as if we were making good Paint and good Varnish.

We have some nice attractive Fence Boards and Posters.

Do you want some? Send in your name if you are on our list. We always help our customers because they help us.

OFFICE, FACTORIES AND WAREROOMS OF

If you are not on our list and want to sell Paint that sells, send us a trial order. We will do the rest.

We make Varnish just as **good** as we make Paint. Our Varnish maker has an experience of 25 years; he should know a little about it—Don't you think so? Sample card for the asking.

The JAMES ROBERTSON CO. Ltd., 263-285 King Street West, Toronto

Telephones 819, 1511 and 1292.

THE PAINT AND VARNISH MAKERS

☞ Excellent Anti-friction Metal.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IX | MONTREAL AND TORONTO, JUNE 19, 1897 | No. 25

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In use by

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Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

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Chicago Office—Traders' Building.
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Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

Jubilee ...Week

The whole British Empire—almost the whole world, in fact—rings with the praises of our Gracious Queen, and Canada is at the front in her loyalty.

Queen's Head Galvanized Iron is not quite ready to celebrate its Jubilee yet, but for forty years it has reigned supreme in many markets, and nowhere are iron workers more loyal to it than in Canada.

Largest Radiator Manufacturers under the British Flag.

IN USE EVERYWHERE.

"Safford"

QUEEN OF

Radiators

are the world's standard for Hot Water and Steam Heating. The only Radiators in Canada made without rods or bolts, and never leak.

MANUFACTURERS AND INVENTORS

THE

TORONTO RADIATOR MFG. CO. Limited Toronto, Ont.

YACHT BLOCKS
LIFE BUOYS
CORK FENDERS
MARINE GLUE
BOAT HOOKS

CHOCKS
THIMBLES
CLEATS
TURNBUCKLES
ANCHORS

GALVANIZED TACKLE

Rice Lewis & Son

(LIMITED)

Cor. King and Victoria Streets, TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN

Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

A Stove, Not a Lamp.

VICTOR OIL STOVES

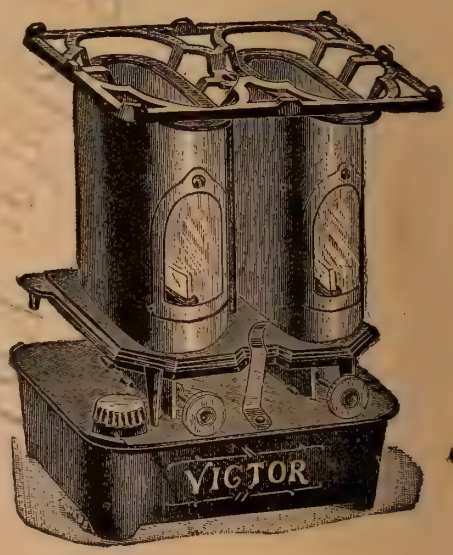
One, Two and Three Burners

NO SMOKE
NO SMELL

But Lots of Heat

OVENS AND EXTENSION TOPS

All Sizes of Oil Stove Wicks in Stock



KEMP MANUFACTURING CO.

Toronto

HARDWARE AND METAL

Vol. IX. MONTREAL AND TORONTO, JUNE 19, 1897 No. 25

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO. Limited

Fine Magazine Printers and Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.

MONTREAL: Board of Trade Bldg. Telephone 1255.

John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

WIRE NAILS IN CANADA AND THE STATES.

AN interesting feature of the wire nail market in Toronto and other manufacturing points in Ontario is the low base price of the Canadian nail compared with the laid-down price of the United States article.

The difference on less than carload lots is about 15 or 16c. in favor of the Canadian wire nail.

Here is the proof of it: According to The Iron Age of the 10th inst. the price of wire nails in Pittsburg in less than carload lots is $1.45 f.o.b. Add to this the duty, 60c., and the freight, 22c. on 106 lbs. at the less than carload rate, brings the amount to $2.27. The discount allowed by the United States manufacturers is 2 per cent. on the f.o.b. price, which would make the net figure the dealer in Canada would have to pay about $2.24.

Now, the ruling price in Toronto to-day for less than carload lots is $2.04. The discount off that at 3 per cent. would leave the net figure $1.98, a difference, as we have already pointed out, of about 26c. in favor of the Canadian nail.

And it is interesting to note that the reason for the low price ruling in Toronto and other Ontario cities to-day is the cutting which has been indulged in by the manufacturers themselves, and that in spite of the fact that the demand exceeds the supply. There is not now, however, the same disposition to cut prices as there was.

At the figures now ruling there is no possibitity of wire nails being brought in from the United States.

During the past week or ten days wire nails have been shorn of some of their strength from the fact that the attempt to form the rod pool has so far not been successful. Prices are, however, by no means weak over there, and as several of the mills will close down on July 1 for repairs, it is thought that the reduced output thereby entailed will enable values to be maintained.

The store loafer will bring ill-repute to the store, but customers never. And the merchant can take his choice.

UNITED STATES BILLETS FOR ENGLAND.

Commission men in Montreal are figuring this week on some large enquiries from English buyers for United States steel billets.

The quantity under negotiation involves several thousand tons, and if the freight rates via the St. Lawrence route are satisfactory the deal will go through.

There is a chance for our steamship companies in this connection for east-bound cargoes.

If a young man does not make the best of his time he will never have any other time in which to do it.

HEAVY CONTRACTS IN WIRE RODS.

THOUGH there is the usual number of complaints from the extreme protectionists regarding bad trade, signs are not wanting that a good average volume of business is expected for the balance of the season, which, as traders know, has opened out much better than many expected, considering the conditions prevailing this spring.

It was believed that the wire manufacturers would be apt to curtail operations, if anyone should, under the new tariff. In fact, many expected that they would entirely shut down. If they intend to do so their heavy purchases of wire rods are to the direct contrary.

Individual agents representing American mills have closed some very extensive contracts in Montreal this week, running all the way from 1,500 to 2,000 tons of American wire rods, and have enquiries on hand for further large lots.

This certainly looks as though the wire manufacturers expected to do business this season despite the new duties.

OUR CANADIAN PAINTS.

It cannot be denied that Canada has applied the principle of self help to her paint making trade, which is clearly seen from the absence of imported paints in our markets as well as the accounts of exports occasionally met with.

Legislation instigated by the manufacturers in favor of pure white lead, has developed a high standard, and in prepared paints our domestic brands represent a much higher quality than any American or even English, that are imported.

THE FUTURE OF TRADE.

The past year has been very disappointing, a year of increasing business depression, full of unsettling incidents, and there have been a considerable number of failures. More will have to follow unless some improvement takes place this year. The position, as far as I can read it, is this, and it seems to be a very delicate one: Any further depression, coming on a community already weakened by a long fight against adverse circumstances, will precipitate a very serious state of affairs, worse than anything we have yet had to encounter.

THE above is an extract from the address of General Manager Clouston, delivered at the annual meeting of the Bank of Montreal the other day.

Bankers are no doubt peculiarly fitted to speak with authority upon matters appertaining to the trade and commerce of the country; but, like all men, they are not exempt from the influence of either pessimism or optimism. In Mr. Clouston's case he is undoubtedly influenced by the former quality.

Bankers, like other business men, are finding they are compelled to conform to the new economical conditions which are asserting themselves in this country as well as in the United States. And in conforming to these conditions pain is necessarily given to bankers as well as to merchants and manufacturers. It is getting harder year by year to maintain profits. And so it will continue to be as long as people try to maintain the profits of ten or twenty years ago. The day of big profits, as a rule, is gone. So is medievalism. And the march of civilization has caused the one as well as the other to take its departure.

Although Mr. Clouston complains of the difficulty of maintaining profits, his bank has not done so bad during the hard times of the past year: It has paid its shareholders a dividend of 10 per cent. and carried nearly $900,000 forward.

The outline of the picture which Mr. Clouston paints is, no doubt, true. Canada has been passing through a time of depression. But where Mr. Clouston errs is in regard to the coloring: His colors are sombre and unnatural.

But has it not been a practice of the officers of the Bank of Montreal to be pessimistic rather than optimistic in their annual reports. It began some years ago when there was a tendency to the rapid multiplying of industries in this country.

Quite rightfully its officers began to utter warnings against stimulating growths which were not natural, but, and what is equally natural, the continuance of these utterances ultimately induced pessimism, until it to-day appears to have become a second nature with them.

Undoubtedly it would be a serious thing for the country if the year before us was characterized by failure of the crops, and consequent further depression. It might also be a bad thing for a vessel, after weathering one severe storm, to be encountered immediately with another of equal or greater force.

But the outlook does not indicate a further season of depression. Everything indicates that the trade storm has spent itself.

Fairly good cereal crops, heavy hay crops, abundant fruit crops are pretty well assured. The dairying industry is in a more promising condition than it has ever been. Then, as to mining development, there was never a time in the history of the country when that was being carried on to the extent it now is, or when the richness of Canada's mineral resources were as fully recognized.

The earnings of the railways and the returns of the clearing houses are two faithful commercial barometers, and these both are, on the whole, favorable. Then, there is our foreign trade, which is favorable in both imports and exports.

But aside from all these, there is the actual condition of business to-day. Merchants, wholesalers as well as retailers, are not buying the quantities they did in years gone by; but they are buying more frequently. The fact that they are buying more frequently is an evidence they want the goods in order to keep their stocks assorted. And in spite of this manner of doing trade, a large number of houses are experiencing a larger volume of business than they were a year ago.

Then, besides stocks being in good shape, it must not be forgotten that business is being done on a more business-like basis than ever before in the history of the country. The banks, as well as the poor retailers, are mending their ways in this respect.

The uncertainty regarding the tariff has, no doubt, during the past ten or twelve months, interfered with business considerably, but that is practically no longer a factor.

Owing to hostile tariff legislation on the part of the United States the outlook for the lumber trade, as far as exports to that country are concerned, is not good. But the United States is by no means our only market for lumber. Our exports of produce of the forest to Great Britain last year were over $12,000,000, and our trade in this particular line is developing in a most satisfactory manner. Our exports to the United States were nearly one and a half millions larger than to the Mother Country, but it is a decreasing trade.

In one portion of his report Mr. Clouston says the present year may mark the beginning of a prosperous cycle. There is no may about it. It will. It is marking the beginning of better times.

The merchant who works himself to death is a suicide as well as the man who blows his brains out. The only difference is of degree.

SPECIAL CAR FOR DRUMMERS.

WE read accounts in American papers of a new scheme for increasing the comforts and conveniences of commercial travelers, while at the same time decreasing their expenses. If it is successful many hotels in the country towns, who have lived largely on the patronage of drummers, will lose their custom.

The scheme consists of a car which is a home on wheels for the occupants who are railway men. The first one left St. Louis the other day. One end of the car was furnished with lockers and shelves for the storage of samples. The other was furnished on the general plan of a houseboat. There were several apartments, in each of which was found a bed and some other pieces of furniture. At the extreme end was the kitchen.

Representatives of different industries were invited to send their man on the car. The points at which the car was to stop were named in the schedule which the originators of the enterprise sent out to the business men.

It is the intention to remain one or two days in every place, the length of the stay to be regulated by the size of the town. If the traveler cannot carry his samples to the store he may invite his customers to the car. At noon, the travelers meet for dinner, and at night the car is attached to an outgoing train and pulled to the next station.

The projectors say that it means a saving of thousands of dollars to the wholesale houses.

THEY NOW MAKE STEEL RIVETS.

A STEEL rivet is being put upon the market by the Canadian manufacturers.

In the United States the makers sell rivets according to the kind of material from which they are produced. In other words, the price depends upon whether the rivets are of Norway iron rods or steel rods. And as rods from Norway iron command a higher price than those from steel it follows that the rivets made from them also do.

Unlike the makers in the United States, those in Canada have heretofore devoted their attention to the Norway iron rivets. But this peculiarity is no longer to exist. They have begun the manufacture of rivets from steel, and will now stock these as well as those produced from Norway iron.

They have not really done this of their own volition. They have done it in order to meet competition from the United States. As one man put it: "If we have to meet American prices we must do it with American goods."

We herewith give the discounts on both the steel and Norway iron rivets. Carriage, section, wagon box rivets, etc., made from steel, 65 per cent off the list; ditto made from Norway iron, 60 per cent; black M rivets up to 2½ lbs. inclusive, made from steel, 65 and 5 per cent.; ditto, 3 lbs. and heavier, made from steel, 65 per cent.; ditto made from Norway iron, 60 per cent.

The discount on the Norway rivets is the same as before.

As far as quality is concerned, the Norway iron rivet is much better than the steel rivet. The trouble with the latter is that where a severe strain is experienced its head is apt to fly off—a bad thing in a rivet as well as in a man. However, dealers can pay their money and take their choice.

A PROFIT-SHARING SCHEME.

The Board of Directors of Sir W. G. Armstrong, Whitworth & Co., of England, have initiated a profit-sharing scheme for their employes. According to the plan deposits of not less than 25c. and not more than $5 of the workmen's weekly wages will be received from persons in the employ of the company. Those employes paid quarterly will be allowed to deposit up to $10 weekly. For each individual who is paid weekly, the amount of deposits shall not exceed $1,000, and for each paid quarterly the maximum amount is to be $2,000. Interest will be allowed on such deposits at the fixed rate of 4 per cent. per annum, payable half yearly, and in addition a bonus will be paid, on the declaration of the company's dividend, at the rate per annum of half the difference between the fixed rate of 4 per cent. and the dividend. Sums that have been deposited with the company for a less period than three months prior to June 30 next preceding the declaration of the annual dividend will not be entitled to the bonus. Sums deposited between 3 and 12 months prior to June 30 will receive a proportionate bonus. The bonus will either be paid down or credited to each depositor.

TROUBLE WITH THE TIN PLATE WORKERS.

Advices from Great Britain intimate that there is fear of further strikes in the Welsh tin-plate districts.

Some of the mills which had cut their employes 20 per cent. have been offering such low prices, especially on Canada plate, that the other mills could not compete. The latter, in self defence, have been compelled to consider the advisability of reduction in wages also. This, so far as known, is the original cause of the troubles.

Recent cables quoted an advance of 3d., and stated that the rise in makers' prices was leading to more enquiry.

If the labor troubles are really serious further stiffness is expected.

Iver Johnson Revolvers

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IVER JOHNSON'S ARMS AND CYCLE WORKS
HONEST CYCLES AT HONEST PRICES
FITCHBURG, MASS.

CANADA'S PROGRESS IN THE VICTORIAN ERA.*

By John A. Cooper, B.A., LL.B.

IN respect for herself, in respect for the Empire of which she forms a part, in respect for honor and virtue, in respect for the righteousness which exalteth a nation, Canada stands an easy first among the colonies of Great Britain. Blessed with a climate which conduces to vigorous mental and physical manhood, with a natural wealth unequalled by what has been given to any other country on the globe, and with a vast extent of territory which may yet hold a hundred millions of people, she possesses prospects which most of the nations of the earth might envy, and not prospects only—for the record of her progress during the present century, and especially during the Victorian era, shows that her wealth has increased a hundredfold. New provinces have been built where, in 1837, there were only trees and wild animals and the unprogressive redman. Towns and cities have sprung up all over the best portion of this British part of North America. Many miles of canals, thousands of miles of railways, and tens of thousands of miles of good wagon roads, have been built, and the land is full of the hum of commerce. Ships have been built and rebuilt, and Canada's commercial navy ranks fifth in the vessel tonnage of the world. Where in 1831 there were a million of people, there are now over five million. In 1837 her total trade was less than thirty million per year; now it is over two hundred million. In 1837 there were fifteen miles of railroad, and now there are over fifteen thousand, with yearly earnings of about fifty million of dollars. In 1837 British North America consisted of a half-dozen isolated colonies with no connection or sympathy. Now all these, with several new and important communities (but excepting Newfoundland) are numbered under one government, with a growing unity of sympathy, aim and national feeling, and blessed with a system of government—federal, provincial and municipal—which is unequalled anywhere.

FREEDOM OF TRADE.

In the Act of Union of 1840 it was enacted that nothing in that Act should prevent the Parliament of the United Kingdom from establishing regulations or prohibitions regarding trade, or for the imposing, levying or collecting duties for the regulation of navigation or for the regulation of the commerce of the Province of Canada, provided always that the net produce of all duties so imposed should be applied to and for the said Province of Canada. It will thus be seen that the trade of the province was not wholly within local control, and that Great Britain still directed Canada's external trade policy. A great many concessions concerning revenues and disbursement were made by the same Act, but it was not until 1847 that the colonies in North America received full control of their customs tariffs. In that year the navigation laws were repealed by the Imperial Parliament, and from that time forward the home authorities would not interfere with a colonial trade policy, no matter how much it might be regretted. These concessions were due in part to the "Free Trade Policy" which was then so prominent in the British Governmental policy, and in part to the policy of allowing the colonies almost entire independence in all matters which related to their domestic welfare.

The indirect result of this change of trade policy was the Reciprocity Treaty of 1854 between the United States and Canada, or rather Great Britain for Canada. This treaty gave fishermen of the United States the right to take fish of every kind, except shell fish, on the sea-coasts and shores, and in the bays, harbors and creeks of the British provinces, without being restricted to any distance from the shore. The salmon and shad fisheries were not to be included. British fishermen were to have similar rights on the eastern coasts of the United States north of the 36th parallel. Certain commodities, such as grain, flour and breadstuffs of all kinds, animals, meats, poultry, fish, lumber, hides, ores of metals, rice, hemp and manufactured tobacco, were to be admitted free into each country. The St. Lawrence and the Canadian canals were to be as free to the United States people as to British subjects. It remained in force for eleven years and was mutually beneficial, although the United States Government put an end to it by giving the arranged year's notice. The interchange of commodities in the previous eight years averaged $14,230,-763; while in the first year under the treaty it rose to $33,492,754, and to $50,339,770 in the third year.

Since this change in Imperial Policy, mentioned above, Canada has arranged its own tariff. Up to the 7th of August, 1858, the duties were not exceedingly high. The highest ad valorem duty was 20 per cent., and this was only on leather and rubber manufactures. The average of the charges on dutiable goods was less than 10 per cent., and there was a large free list. After 7th of August, 1858, there was an increased rate, the ratio of duties collected to total imports being 11.6. Manufactures of leather paid 25 per cent.; a long list, including cashmeres, silks, straw goods, rubber goods, jewelry, hats, caps and bonnets, guns, patent medicines, tools, woolen goods, etc., were taxed 20 per cent., and a specific duty was imposed on coffee, spirits, ale, wine, sugar, tea, tobacco, etc. In 1878 a higher rate of duties was imposed under what is known as the "National Policy." The rate on dutiable goods varied from 20 to 50 per cent., averaging about 31 per cent. The total duties collected amounted, however, to but 16 per cent. on the total imports. The total imports in 1895 were $110,781,-682, of which $42,140,475 were free. On these the duty collected amounted to $17,-887,269 or 16.1 per cent. on the total imports. In other words, the duties in 1859 were to the duties in 1895 as 11.6 is to 16.1.

The present year has been marked by a new tariff policy, the effect of which it is too early to estimate. The features of it are a change from specific to ad valorem duties, a reduction of the Customs collected on raw materials, an increase in the excise duties, and a reduction of 12½ per cent. on imports from Great Britain. The policy of the present Government would seem to be to promote trade within the Empire, and to leave Canadian manufacturing industries to work out their progress under a moderate protective tariff.

A reciprocity treaty with France came into force on the 14th of October, 1895. Several attempts have been made since 1865 to negotiate a new reciprocity treaty with the United States, but without success.

EXPANSION OF TRADE.

The accompanying tables show the expansion of the imports and exports since 1837. The total trade in 1837 of all the colonies now comprised in the Dominion of Canada was about $29,100,000. In 1895 the total trade was $224,420,485, or an increase of about 671 per cent. in the sixty years. The tables show how gradual and steady has been this expansion. There is nothing exceedingly startling about it, but to us who know the difficulties under which Canada has labored the result is highly gratifying.

At first the trade was restricted by the trade policy of the Mother Land. After this it was hampered by prejudices caused by Canada's colonial position, by mistaken ideas of Canada's climate and resources and by the scattered nature of the settlements. Great railroads have been built across the continent, and yet trade is limited in some directions. The world knows Canada better than it ever did, but not so well as it should. At present the prospects for trade expansion are brighter than ever before in the history of the country.

*Condensed from an article in The Canadian Magazine for June.

COMPARATIVE TABLE OF EXPORTS.

	1837	1857	1868	1878	1887	1895
Produce of Mine	$ 1,000,000	$ 286,469	$ 1,276,729	$ 2,762,762	$ 3,796,496	$ 6,981,550
" " Fisheries	4,400,000	540,113	3,357,510	6,853,975	6,875,810	10,692,247
" " Forest	6,000,000	11,730,387	5,470,042	5,912,139	3,574,885	5,517,342
Animals and their Products		2,107,240	6,893,167	14,019,857	24,246,937	34,387,770
Agricultural Products	500,000	8,882,825	12,871,055	18,008,754	18,826,235	15,719,128
Manufactures		398,821	15,675,274	17,780,776	19,999,296	26,144,376
Miscellaneous	700,000	121,120		401,871	644,361	85,938
Value of Ships built at Quebec		1,383,444				
Estimate of Unreported Exports		1,556,205				
Coin and Bullion and Short Returns			7,827,890	2,418,655	3,002,458	7,625,409
Foreign Products			4,196,821	11,164,878	8,549,333	6,485,043
Total	*$12,600,000	$ 27,006,624	$ 57,567,888	$ 79,323,667	$ 89,515,811	$113,638,803

*The figures for 1837 are only approximately correct.

COMPARATIVE TABLE OF IMPORTS.

WHENCE.	1837	1857	1868	1878	1887	1895
Great Britain	$ 11,200,000	$ 17,559,025	$ 36,663,695	$ 37,431,180	$ 44,962,233	$31,131,737
North American Colonies		751,888	1,634,414	672,665	354,342	239,850
				Newfoundl'd		
West Indies	2,000,000	26,823	1,396,553	1,033,849	1,942,182	4,794,020
United States	1,300,000	20,224,651	26,315,052	48,631,739	45,107,066	54,634,521
France			1,365,295	1,385,003	2,073,470	2,585,174
Germany	400,000		485,943	399,326	3,235,449	4,794,159
Other British Provinces	300,000		938	156,540	774,987	692,671
Other Foreign Countries	1,300,000	868,211	1,645,770	1,489,275	7,189,699	5,860,379
Free Goods			2,477,646			
Total	*$16,500,000	$39,430,598	$71,985,306	$91,199,577	$105,639,428	$105,252,511

* The figures for 1837 are only approximately correct.

COMPARATIVE TABLE OF POPULATION.

PROVINCE.	1831	1841	1851	1861	1871	1881	1891
Ontario	236,702	455,688	952,004	1,396,091	1,620,851	1,926,922	2,114,321
Quebec	553,134	†697,084	890,261	1,111,566	1,191,516	1,359,027	1,488,535
Nova Scotia	¶160,000	¶225,000	276,854	330,857	387,800	440,572	450,396
New Brunswick	‡119,557	¶150,000	193,800	252,047	285,594	321,233	321,263
Manitoba					18,995	62,260	152,506
British Columbia			¶1,500	3,420	36,247	49,459	98,173
Prince Edward Island	*32,292	¶35,000	¶50,000	80,857	94,021	108,891	109,078
Territories						56,446	98,967
Total	1,101,685	§1,562,772	2,364,419	3,176,838	3,635,024	4,324,810	4,833,239

† 1844. § Population in 1840, according to Bourinot's "Canada," p. 366, was 1,500,000.
* 1833. ‡ 1834. ¶ Estimated.

RAILROAD PROGRESS.

Canada was slow in securing railways and the resultant advantages of improved communications. The canal system was developed early, but a railroad policy was not adopted as soon as it might have been. The first railroad was opened in England in 1825 and the great Liverpool and Manchester road in 1830. By this date there were 23 miles in operation in the United States. The first steam railroad in Canada was not operated until 1837, and it was a very short line of fifteen or sixteen miles, from Laprairie to St. John's, in the province of Quebec (then Lower Canada). In the next twelve years we find a very slow growth, Canada having 50 miles in 1849, while the United States had 9,021 miles. After that period the growth was more rapid, there being 850 miles in 1856, 1,880 miles in 1860. The accompanying table shows more fully the growth during the different periods.

Notwithstanding the fact that railroads were more necessary in Canada than in Great Britain, there does not seem to have been the same rush to build them, and the "mania of 1845" did not extend to this colony. The epidemic, however, struck the country later, and 1850 to 1860 was a great railroading decade. In 1851 Montreal and Boston were connected, and on the occasion of the opening of this road a great international celebration was held in Boston. Under large photographs of Lord Elgin and President Filmore, which were hung across a street, was this inscription:

Now let us haste those bonds to knit,
And in the work be handy,
That we may blend "God Save the Queen"
With "Yankee Doodle Dandy."

There was a procession three and a half

Hammer Away

Hit hard. Hit straight. Hit often. Make the blows sure. Drive them home.

That's the way to get trade, but be sure you use the right kind of hammer. If you are out after paint business, get the best paint that's made, or your hammering will be no use.

Get *THE SHERWIN-WILLIAMS PAINTS*, and then you can hammer away and be sure every blow will tell. The longer you hammer the easier the hammering gets. We'll help you too. We have thousands of agents hammering very hard just now, and their work is telling. They're making money. So can you.

We would like to hear from more good strong active men who have faith in a good article, and can hit hard blows on the anvil of trade.

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Managing Director
Canadian Department.

miles long, and a banquet, at which 3,600 people were present.

In 1853 the first locomotives in Upper Canada (Ontario) were run over the Northern Railway, from Toronto to Bradford.

In this year the freight tariff of the Grand Trunk Railway (from Montreal to Portland) was one of the first documents published in Canada to use the dollars and cents system instead of the pounds, shillings and pence.

In November, 1856, some 4,400 people gathered at a banquet in Montreal to celebrate the opening of the Grand Trunk Railway from Toronto to Montreal. This railway was the first great road built in what is now known as the Dominion of Canada. Some of the shorter roads were very primitively conducted in those days. On one Quebec road, it is said, there was but one coach on the train, and it often contained butter, eggs, fish, vegetables, sheep, calves and passengers.

One great difficulty at this time was the crossing of the St. Lawrence at Montreal. The freight and passengers had to be taken across in barges, steamboats and sleighs. Twice a year, when the ice was forming or breaking up, traffic would be delayed one to three weeks. On Aug. 25, 1860, the Prince of Wales opened the Victoria tubular iron bridge across this river, a structure which is nearly two miles in length, is sixty feet above the water, is borne on twenty-four piers and cost $7,000,000. The engineer and designer was A. M. Ross, and he was assisted by Robert Stevenson.

From this date forward transportation through Canada began to grow rapidly. Before 1860 the Hudson Bay Company sent its supplies for the Northwest via sailing vessel to York Factory in Hudson's Bay. After that date they were sent via steamboat to Montreal, Quebec or Portland, thence by railroad to St. Paul and then overland to Fort Garry.

Much money was lost by the early railroads being built with the wide gauge, five feet six inches. Two notable exceptions were the Toronto and Nipissing and the Toronto, Grey and Bruce, which were built with a three feet six inch gauge. As the four feet eight and a half inch gauge was used by the United States roads, it became necessary to adopt it in Canada. The change from one width to the other entailed a great expense. Another source of loss was occasioned by trying to use heavy English locomotives on the Canadian roads, with their light ballast, their sharp curves and their winter snowdrifts.

The building of the Intercolonial and Canadian Pacific railroads since Confederation have been large undertakings, which have cost Canada a great deal of money, but which have made possible a genuine confederation of the different provinces. Compared with her population, Canada has greater railroads than any other country in the world.

RAILWAY PROGRESS.

	1837	1849	1856	1860	1875	1885	1895
Miles	15	54	850	1,880	4,856	10,150	15,977
Passengers					5,190,416	9,672,599	13,987,580
Tons of Freights					5,670,836	14,659,271	21,524,421
Earnings				*$6,722,666	$19,470,539	$32,227,469	$46,785,487

*See Dent's "Canada Since the Union of 1841," Vol. II., 140.

Canada's latest engineering feat is the construction of the St. Clair Tunnel under the St. Clair River. It is 6,026 feet long, or, with approaches, 11,553, and cost $2,700,000.

One feature which strikes the student of recent Canadian history is the fact that the Canadian "upper ten" are, to a great extent, railroad people. A great number of the rich and important men in Canada are men who have made their fame and their wealth in promoting, building or managing railroads. Perhaps this is due to the magnanimity of the municipalities and of the Dominion and Provincial Governments in lavishly and unreasonably bonusing every railroad corporation which comes into existence.

STREET AND ELECTRIC RAILWAYS.

The first street railway company in Canada was organized in May, 1861, in Toronto. On Sept. 11 the horse-cars were run for the first time on Yonge street in that city. In November of the same year the first cars were run in Montreal. The horse-car system extended slowly until within the past seven years they have been superseded by the electric street cars, run on the trolley system. This electric system has also been extended to short suburban lines, such as between Grimsby and Hamilton, and between Aylmer and Quebec. The advance to be made along these lines is bound up with the general advance to be made in electricity, an advance which cannot at present be estimated or even indicated.

CANALS.

Canals have played an important part in the commerce of Canada, and especially so in assisting the circulation along the great commercial aorta made up of the St. Lawrence River and the great lakes. Even before the Victorian Era a number of canals had been opened for traffic. The Lachine Canal was opened in August, 1825, the Welland Canal in 1829, the Rideau Canal in 1832. In 1843, the Cornwall and Chambly Canals were opened, and enlargements, extensions, and new connections have been continually made since that year, until now there are eight canals between Lake Superior and tidewater, besides numerous canals on the tributary streams. The latest of these eight canals is the Sault Ste. Marie, opened in 1895. The total expenditure on canal building in Canada up to June 30th, 1895, was $78,119,319. Of this amount $20,692,244 had been expended before Confederation, $4,173,921 having been contributed by the Imperial Government. The total revenue from the canals since Confederation is $10,578,258, or an average of $377,795 a year. In 1894, there passed through these canals 23,158 vessels, with a tonnage of 4,060,931 tons.

The original locks of the Lachine Canal had a depth of five feet. In 1871 it was decided to enlarge the canals on the St. Lawrence route to 12 feet, and now the policy is to have a navigable depth of 14 feet. The depth on the sill of the Sault Ste. Marie Canal is 22 feet.

Canada's canal policy, like her railway policy, has lacked unity, and, as a consequence, much money has been spent, and is yet being spent, with little definiteness of object, and without the surety of a profitable return. Government and political exigencies lie at the root of the trouble, and have up to the present time prevented the undertakings being considered and managed from a purely business standpoint.

CANADIAN SHIPPING.

Canada has been building ships ever since about 1723, and claims that the Royal William, built at Quebec in 1830-31, was the first steam-driven vessel to cross the Atlantic. She has now a fleet of over 7,000 vessels, and, comparing her registered tonnage, stands fifth among the mercantile marines of the world. Her vessels connect her with Great Britain and Europe on the east, with Asia and Australia on the west, and dot her inland lakes and her large rivers.

On July 1st, 1867, when Confederation came into force, she had 5,693 vessels, with a registration of 764,654 tons. Now the figures are 15,376, and 895,423. There has been a decline in recent years, as in 1879 there were 7,471 vessels, with 1,332,094 tons.

The development of Canadian railways, canals and shipping has had a most wonderful effect on trade and in opening up new territory. The cost of transportation has

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No. 2. Window Screens, 18 in. high. Extends 20-33 in.
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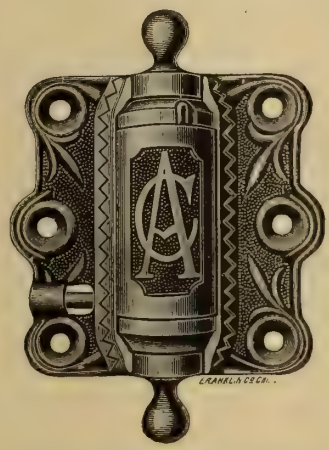
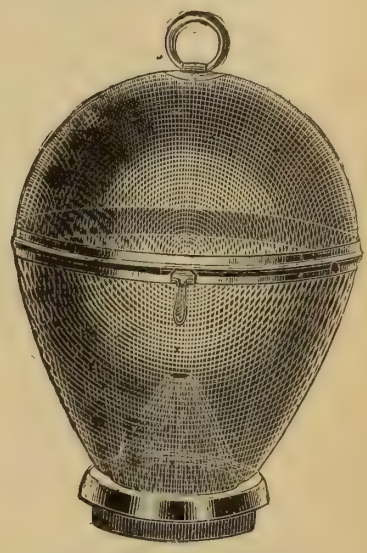


ARCADE SPRING HINGES



BALLOON FLY TRAPS

STAINED OR OILED

No. 1. Screen Door, 2 ft. 8 in. x 6 ft. 8 in.
No. 2. " " 2 ft. 10 in. x 6 ft. 10 in.
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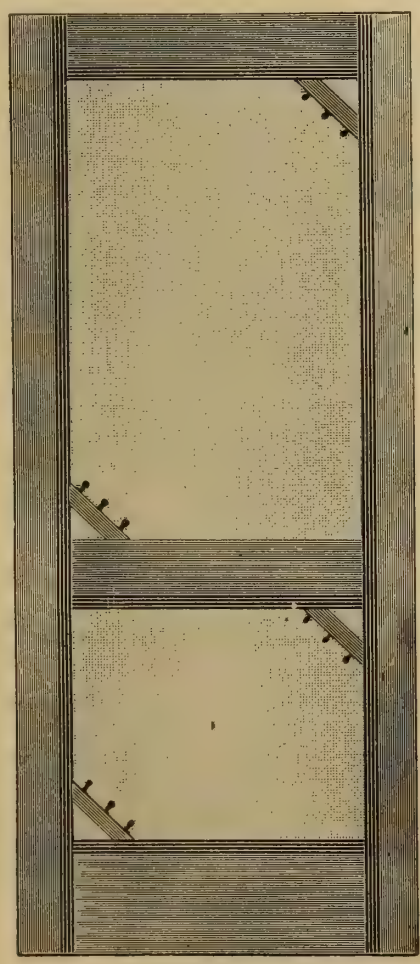

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No. 100 x 2, 2 ft. 10 in. x 6 ft. 10 in.
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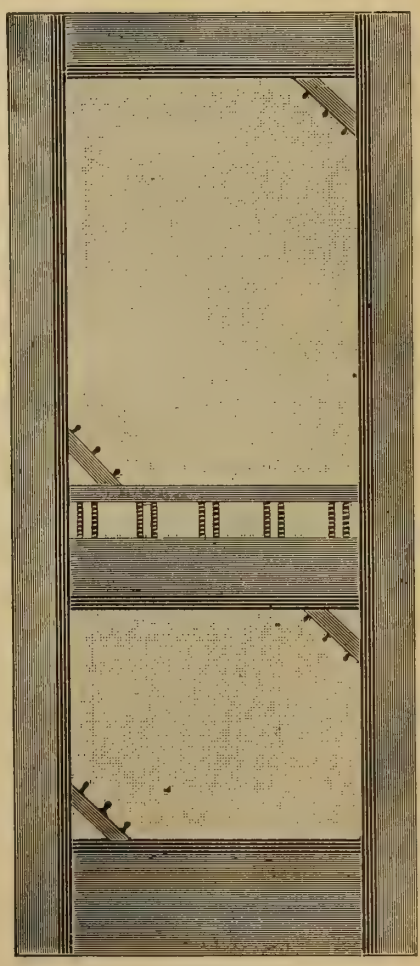

OILED

No. 102 x 1, 2 ft. 8 in. x 6ft. 8 in.
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been wonderfully lessened. The cost of living in the interior of the country is not much greater than on the coasts, and products from the interior are conveyed to the coasts at a cost remarkably low as compared with the rates demanded in 1837. Nevertheless the development of the Canadian Northwest depends to a great extent on the possibility of still further lowering the cost of transporting the animal and agricultural produce of that region to and beyond the Canadian coasts. This is one of the greatest problems which the people of this country are now facing.

ALUMINUM AND BRASS.

ALUMINUM brass, says Kuhlow's, is used extensively in places where strength is required, especially in electrical work and the electrical attachment for wires on trolley work, both overhead and underground. The use of aluminum makes brass very tough, and you can take a brass with a few per cent. of aluminum in it and bend it into all sorts of shapes and forms without breaking it; whereas without the aluminum it would not stand one-half the amount of work which it will with it.

The presence of silicon in brass, or in fact any of the bronzes, gives a more brittle metal, although it is harder than can be gotten without its use, and of course these two features are at the sacrifice to its ductility, which is very materially diminished, and consequently it renders the metal less malleable, and if the metal is to be worked at all the presence of very much silicon is a detriment. The presence of iron in either brass or bronze deducts materially from their strength and seriously interferes with their usefulness. As a general thing, all of the brasses melt at a lower temperature than copper. Aluminum brass melts at about the same temperature as ordinary brass. The presence of aluminum in brass probably causes it to harden a little more rapidly when being worked than when aluminum is not present. This hardness, however, can be reduced by annealing the metal—that is, heating it to a red heat and then plunging it into cold water.

In regard to the manufacture of small castings, the presence of more than a pound and a half or two pounds of aluminum to the ton of brass will allow of a quarter or a third more patterns being added to the gate which would ordinarily be used for brass castings than without the use of aluminum, as the presence of the metal in brass gives it such additional fluidity that it will run very freely in the mold and allow the brass to take finer impressions and give a brighter surface than will otherwise be obtained.

When it is desirable to obtain a good brass casting or brass sheet of a superior quality it is necessary to use good, pure copper and likewise zinc; with the use of a small percentage of aluminum, copper of less purity and also a cheaper grade of zinc can be used, producing a strong casting or sheet, as the case may be, at a less cost. If, however, too cheap a grade of zinc is used in castings the presence of aluminum will cause the castings to appear dark on the surface. This is caused by the aluminum, which makes the lead existing in the zinc in the form of an impurity sweat out, but it is only caused when the poorest and cheapest quality of zinc is used. The aluminized zinc is added at the same time and in the same manner as ordinary zinc is added to the manufacture of brass, being careful, of course, to use it in such proportions that the resultant mixture will contain the desired amount of aluminum, which varies according to the purpose for which it is intended to use the brass. The use of very much aluminum in brass in some cases tends to increase the shrinkage of the castings. This can be overcome, however, to a great extent by the use of large gates and high risers.

DECADES OF INVENTION.

THE decade 1866-1876 marks the beginning of the most remarkable period of activity and development in the history of the world, says "Beta," in The Inventive Age. The perfection of the dynamo, and its twin brother, the electric motor, by Wilde, Siemens, Wheatstone, Varley, Farmer, Gramme, Brush, Weston, Edison, Thomson and others soon brought the great development of the electric light and electric railways. Then appeared the Bessemer process of making steel, dynamite, the St. Louis bridge, Westinghouse air brake, and the middlings purifying and roller processes in milling. That great chemist, and probably greatest public benefactor, Louis Pasteur, added his work to this period; the Gatling gun appeared; great developments were made in ice machines and cold storage equipments; machines for making barbed wire fences; compressed air rock drill, and the Mont Cenis tunnel; pressed glassware; Stearns' duplex telegraph and Edison's quadruplex; the cable car system of Hallidie and the Janney car coupler; the self-binding reaper and harvester; the tempering of steel wire and springs by electricity; the Lowe process for making water gas; cash carriers for stores and machines for making tin cans.

With the next decade (1876-1886) there arose a star of the first magnitude in the constellation of inventions. The railway and telegraph had already made all people near neighbors, but it remained for the Bell telephone to establish the close kinship of one great talkative family, in constant intercourse, the tiny wire, sentient and responsive to the familiar voice, transmitting the the message with tone and accent unchanged by the thousands of miles of distance between. Then come in order the hydraulic dredges, and Mississippi jetties of Eads; the Jablochkoff electric candle; photography by electric light; the cigarette machine; the Otto gas engine; the great improvement and development of the typewriter; the casting of chilled car wheels; the Birkenhead & Rabbeth spinning spindles, and enameled sheet iron ware for the kitchen. Next the phonograph of Edison appears, literally speaking for itself, and reproducing human speech and all sounds with startling fidelity. In this decade we also find the first electric railway operated in Berlin; the development of the storage battery; welding metals by electricity; passenger elevators; the construction of the Brooklyn bridge; the synthetic production of many useful medicines, dyes and antiseptics from coal tar products, and the Cowles process for manufacturing aluminum.

In the last decade (1886-1896) inventions in such great numbers and yet of such importance have appeared that selection seems impossible without doing injustice to the others. The graphophone; the Pullman and Wagner railway cars and vestibuled trains; the Harvey process of annealing armor plates; artificial silk from pyroxyline; automobile or horseless carriages; the Zalinski dynamite gun; the Mergenthaler Linotype machine, molding and setting its own type, a whole line at a time, and doing the work of four compositors; the Welsbach gas burner; the Krag-Jorgensen rifle; Professor Langley's aerodrome; the manufacture of acetylene gas from calcium carbide; the discovery of argon; the application of the cathode rays in photography by Roentgen; Edison's fluoroscope for seeing with the cathode rays; Tesla's discoveries in electricity, and the kinetoscope, are some of the modern inventions which still interest and engage the attention of the world, while the great development in photography and of the web perfecting printing press, the typewriter, the modern bicycle and the cash register is beyond enumeration or adequate comment.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
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HOME AGAIN

We are settled in our old quarters again, and will be pleased to have our customers and friends call to inspect our remodelled warehouse. We are in a better position than ever to give your orders special attention and prompt shipment.

SANDERSON PEARCY & CO., - Toronto.

WILL STOP DOWN TOWN.

THE movement of the large retail stores in Montreal up town from St. James street is a process that has been going on for several years.

Many believe that it is inevitable when the banking, insurance and wholesale trades will entirely monopolize that portion of the city lying between St. James street and the Harbor and McGill and Jacques Cartier square.

One big retail departmental firm evidently takes the opposite view, for, to the surprise of many, the S. Carsley Co. Ltd., have commenced to tear down the old premises of the City Bank on St. James street near St Peter. They purchased this building some years ago before the hegira had commenced in earnest, and as they had leased it since, it was believed that they had changed their mind about building. Now, however, the plans have been given out for a large eight-storey block which will be joined to the existing premises of the firm on Notre Dame street.

The Carsley store is practically the only big store remaining down town, and the wisdom of its owners not to follow the general move is doubted by many. But the Carsley Co. evidently knows what it is doing.

CATALOGUES, BOOKLETS, ETC.

The B. Greening Wire Co., of Hamilton, are sending out a pretty blotting-card to the trade, advising them to handle their line of cow ties. The lithographing is a natural-colored picture of a cow, which is encircled by a tie, also natural color. The mechanism of the tie is further shown by an additional larger representation. It makes a neat advertisement.

STOCKS ARE VERY LOW.

An interesting feature of the hardware market at present are the moderate stocks of all leading staples carried by wholesalers and retailers.

An instance in this connection has been afforded lately in barbed wire which has already been referred to, and reports from travelers in the country, and interviews with stock-keepers in the city warehouses indicate that the same conditions rule in many other lines, though in a less acute degree.

This is clearly borne out by the push that manufacturers are being put to, in filling orders for screws, bolts, cut and wire nails, and, in fact, all leading lines of material.

Owing to the peculiar conditions, fiscal and otherwise, that have prevailed, manufacturers, jobbers and retailers appear to have let their stocks shrink much below their usual level. The current demand, therefore, even though it is strictly confined to positive wants, is sufficient, owing to the position of affairs, to cause an actual scarcity of material.

A HEAVY FAILURE.

On June 11th a meeting of the creditors of the Boehmer Company, who carried on a general store in Berlin, was held in Assignee Clarkson's office. A large number of creditors were represented, while the array of legal talent was also somewhat formidable.

The Boehmer Company is not the Boehmer Co. (Ltd.) which are carrying on business now. This latter firm is a joint stock company, many of the leading citizens of Berlin being shareholders. It is the old company that is applying for the settlement. It is in the debt of the wholesalers to the amount of $90,000 and has borrowed money to the extent of $48,000 which, with others, make the total liabilities about $144,000. The assets are about $118,000 made up of bank notes to the extent of $64,800, cash $5,200, stock $10,000, and mortgages, real estate, etc., $25,000.

The company offered 50c. on the dollar as a settlement, which some of the creditors were inclined to accept, but others demanded an assignment and a subsequent investigation. Mr. Boehmer decidedly objected to making an assignment, but was willing that an investigation should be made. After an Investigating Committee was appointed the meeting adjourned till the 18th, when this committee will report.

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

MECHANICAL DEPARTMENT.

THE SLEEPY EYE ROTARY ENGINE.

IN the issue of The American Machinist of December 17, 1896, it was mentioned that Grant Brambel, of Sleepy Eye, Minn., had sold to an English syndicate all the proprietary rights in his rotary engine for $1,600,000. Since then the story has grown, and the latest form is as follows: "Sleepy Eye, Minn. Grant Brambel, who invented and patented a rotary engine, today transferred the right to manufacture and sell engines to Henry Francis Allen, representing the Allen syndicate of England, for $3,100,000. This sale is for only the United States. The right for England, Germany, France and Europe was previously sold for over $4,000,000. The inventor yet controls the engine for Mexico and the Canadian provinces."

The American Machinist says: The notoriety attained by the Sleepy Eye rotary engine, on account of the announcement of its recent alleged sale by the inventor to a British syndicate for a fabulous sum, has led us to believe that we are warranted in calling the attention of our readers a little further to the matter. We have before us the specifications and drawings of Grant Brambel's patent for rotary engine, issued December 3, 1895. There will be no difficulty in catching on to the idea of the invention. In Fig. 1, which is reproduced from the patent drawing, the hand lever, with the notched circular guide, operates a three-way valve, used as a throttle and reversing valve. When the lever and valve are in the position shown in drawing there is no admission of steam to engine. When the lever is thrown over to the right, as indicated by the dotted lines, the steam is admitted to right hand passage, and it is asserted that the central piston and its shaft will then turn in the direction indicated by the arrow. If the lever was thrown to the extreme left it is asserted that the engine will run in the reverse direction. But would it run? If the piston were placed in position shown in Fig. 2 it is just barely conceivable that if the throttle valve were quickly opened the sudden inrush of steam striking against the face a, might have a tendency to run the piston in desired direction. Anyone familiar with the operation of steam would know, however, that the admission of steam to the pocket a, c, b, would be practically instantaneous. The pressure against a would be exactly the same as pressure against b, and rotative effect upon the one in one direction would be exactly balanced by the rotative against the other in other direction. At the same time, the pressure of steam upon the circular surface, c, would press the entire piston with great force against the opposite wall of the case, holding it as in a vise, and the piston could not possibly rotate. The simple fact is that a, let us say, "sleepy eye" patent office examiner allows a patent for a rotary engine which is not a rotary engine at all, but an absolutely inoperative device.

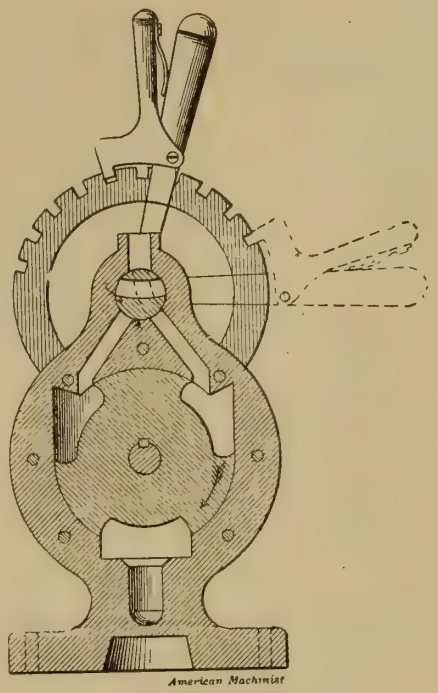


Fig. 1

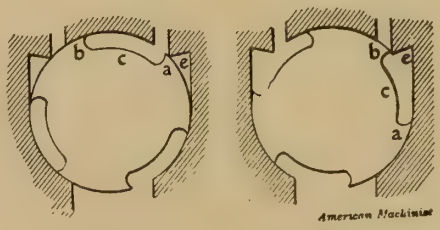


Fig. 2 Fig. 3

THE SLEEPY EYE ROTARY ENGINE.

Suppose that at this moment some intelligent inventor with a meritorious invention and represented by an honest attorney has an invention which he knows must be acted on by the same examiner, what must be the feelings with which they regard him?

The angular pocket e in the case is called an expansion chamber, and it is assumed that the expansion of the steam in this chamber operates to rotate the piston. The expansion might perhaps operate in that way, only there is no expansion.

From the time when communication is opened between the pocket a, b, c in the piston and the expansion chamber, which occurs just after the piston passes the position shown in Fig. 2, until communication is closed when the position in Fig. 3 is reached, there is no enlargement of the chamber, and consequently no expansion. The "sleepy-eye" examiner evidently did not see it.

As we said above, that a patent office examiner had allowed a patent upon an inoperative device, it may be proper to qualify that a little. In addition to the essential features of the invention that we have referred to, there are others which need not be shown in detail, but which are embracing in one comprehensive combination claims, and whose omission in construction of the engine would involve a departure from the claim and leave the invention entirely unprotected.

The issuance of such a patent as that of the Brambel rotary engine is only possible by the co-existence of an inventor, a patent agent and a patent office examiner, neither of whom is an ideal of his class. By putting it in this way we may avoid all unpleasant adjectives and still convey our meaning. The use of adjectives is a matter of taste, and tastes differ.

The latest and most reliable information in the matter is that Grant Brambel has not sold his engine, as he certainly has nothing salable.

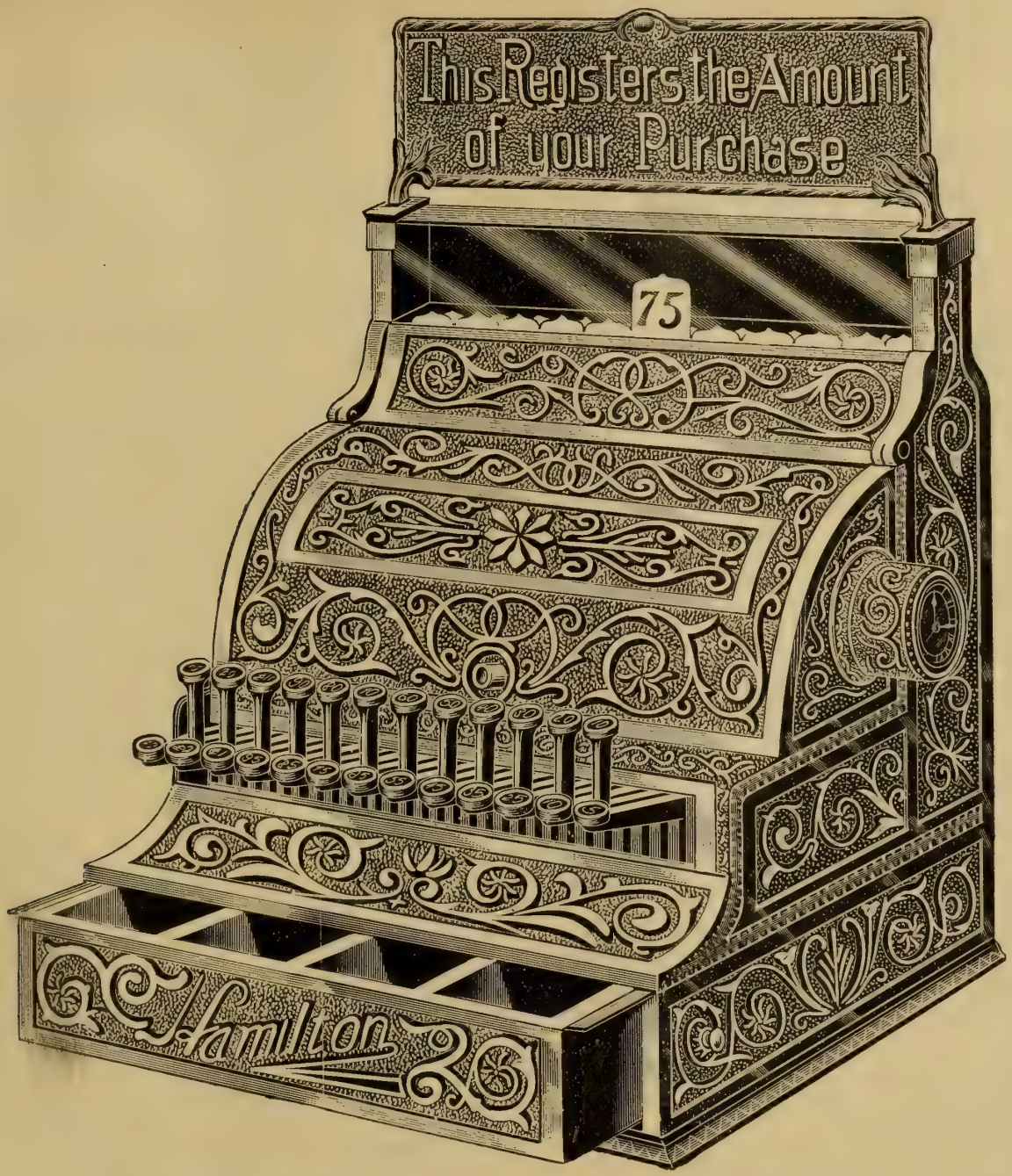
NEW POST OFFICES.

On June 1 there were 16 new post offices opened in Canada. These were as follows: Blue Sea Corner, Cumberland, N.S.; Centre Hampton, King's, N.B.; Deer Park, Yale and Cariboo, B.C.; Eskdale (reopened), Bruce, W.R., O.; Lakewood, St. John, N.B.; Lawfield (re-opened), Sunbury and Queen's, N.B.; L'Islet Station, L'Islet, Q.; Maple Lake Station, Muskoka and Parry Sound, O.; Muldoon, Pontiac, Q.; Richfield, Digby, N.S.; Riviere Famine, Beauce, Q.; Ste. Emile Junction, Joliette, Q.; St. Rosette, Gloucester, N.B.; Short Beach, Yarmouth, N.S.; Tamarisk, Marquette, M.; Vananda, Burrard, B.C.

THE INTEREST BILL.

In Sir Oliver Mowat's Interest Bill, it will be remembered that a limit of 8 per cent. was set on money. Since it was introduced it has been urged upon Sir Oliver that this limit would seriously interfere with business, so he has proposed that the original provision of the bill containing this restriction be struck out and a clause introduced which would render illegal, interest over 6 per cent. per annum which was not stated in the agreement to be equivalent to a certain percentage per annum. The amendment was adopted, but as the bill was not reported there may be a further discussion upon this particular feature.

A $2,000 agricultural building will be erected for the South Waterloo Agricultural Society.



The Hamilton Cash Register

is the National Cash Register with all the Latest Improvements Up to Date.

We guarantee to save you from $10 to $100 in the price of a National Cash Register. We are now making over ninety different kinds of National Cash Registers, and can supply you with the following :

No. 301 1-2 at $40.00. No. 302-C at $50.00. No. 303 at $60.00.

We have a number of second-hand total-adding National Cash Registers on hand which we will sell for less than half the price paid to the National Cash Register Co.

WRITE FOR CATALOGUE.

HAMILTON BRASS MFG. CO., Limited. - HAMILTON, ONT.

PORTLAND ...CEMENTS

...FIRE BRICKS
...SEWER PIPES
...CALCINED PLASTER
...WHITING

Large Stocks.
Lowest Prices.

Ask For Our Quotations.

W. McNALLY & CO. - MONTREAL.

QUALITY OF GLOBE FILES.

THE hardware trade of the country, as far as HARDWARE AND METAL can learn, is unable to understand the attack of Mr. Wood, M.P., on the Globe file. This file is handled by most of the jobbers in Canada, and this fact does not bear out the criticism of Mr. Wood. When an article is bad, wholesalers, as well as retailers, discontinue stocking it.

For the purposes which it is designed the Globe file appears to be well adapted, and the fact that the jobbers handling it seldom if ever hear any complaint proves it.

Mr. Wood was undoubtedly well within his province when he questioned the duty on files, but he can scarcely be said to have been so when he arraigned, from his seat in the House, the make of a particular manufacturer. And, another thing, it is not right.

WROUGHT IRON SCRAP.

It will be remembered that before last April the duty on wrought iron scrap was $4 per ton, that by the first change in the tariff it was brought down to $1.50 and by the next change to $1 per ton. A duty insufficient to keep the American material from coming in.

It is estimated by dealers in scrap iron that about 500 pedlars will be thrown out of work, for the rolling mills and dealers will now buy most of their scrap in the American markets.

EVEN THE LITTLE THINGS.

To get right down at the truth of the matter, says Stoves and Hardware Reporter, did you ever realize how little you actually know about even the more ordinary matters? Pick up a tin cup, and in selling it to a customer endeavor to explain in what manner and of what material it is made. It is ten to one you will fail, or, to put it in another way, it is safe to say that nine men out of ten cannot give an intelligent description of the way that tin cup was made, or even tell the kind of metals going into its manufacture. Yet a tin cup is a familiar acquaintance with every man, woman and child in the civilized world, and it is just because we are so well acquainted with the common things of life that we really know so very little about them.

SANDERSON PEARCY & CO.

IT was with a great deal of surprise, mingled with regret, that the trade heard of the financial troubles of Sanderson Pearcy & Co., wholesale and retail dealers in paints and oils, 61 to 65 Adelaide street west, Toronto.

The firm has been established for some years and it is the wish of everyone that the offer of 60c. on the dollar which the firm is making will be accepted.

While the direct loss from the recent fire was covered by insurance, yet the losses sustained by a decreased trade due to the fire, of course, were not. Sanderson Pearcy & Co. did a large retail business in addition to their extensive wholesale trade, and this suffered a great deal while the firm was occupying the small and temporary premises in Bay street. Real estate also had something to do with the failure.

The direct liabilities are understood to be about $47,000 and the indirect to the Standard Bank $18,000. Counting the equities in the real estate, the assets, including book debts said to be $10,000 or $11,000, will probably at least equal the liabilities.

UNIQUE HARDWARE STORE.

A PRESS despatch under date of Kansas City, Mo., June 14, says: Five surgeons at the German Hospital Saturday morning cut open the stomach of Harry Whallen, the "human ostrich," and took therefrom over 120 nails, knives, screws and tacks, including a big knife, which caused the acute attack of indigestion which made the operation necessary. This is an actual and complete inventory of the hardware, glassware and cutlery taken from Whallen's stomach:

One four-bladed knife, 3½ inches long.

One two-bladed Barlow knife, 3 inches long.

One knife blade, 3¼ inches long.

One knife blade, 3 inches long.

Two knife blades, 3 inches long.

One knife blade, 1 inch long.

Thirty-two large eight and tenpenny fence nails and spikes.

Thirty-four sixpenny wire nails, sharp pointed.

Twenty-six shingle nails, 1 inch long.

Sixteen carpet tacks and small wire nails.

One horseshoe nail.

Three large screws.

One barbed wire staple.

Three ounces of fine glass.

As his calling would indicate, the "human ostrich" is a man of nerve. He said he did not fear the operation. "I guess I might as well die one way as another," was the philosophical way he regarded the matter. "You fellows will find that I am telling the truth," he remarked, when the doctors expressed some doubt as to his real ailment. "I'll make an even bet that I've got 100 nails in me." His reputation for veracity is fully established. Dr. Von Quast and Dr. Smythe called in Dr. T. J. Beattie, Dr. G. W. Halley and Dr. L. W. Luscher to assist in making the operation this morning.

The outer wall of Whallen's stomach was opened perpendicularly from near the apex of the ribs downward six inches. The inward stomach was then opened horizontally, the incision being about five inches long. Then the astonishing mass of metal and glass was found embedded in the intestines. Nails and spikes were taken out by the handful. With each lot of broken glass, tacks and knife blades, the surgeons became more astonished. The cavity where the articles were found was carefully washed when the last of the remarkable contents had been removed, and the stomach and intestines sewed up. At the conclusion of the operation Whallen was weak, and, of course, unconscious, but although the surgeons hoped for his recovery he died at two o'clock on the morning of the 14th inst.

A. ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

FRS. SCHOLES, Man. Dir.
J. J. McGILL, Gen. Mgr.

Canadian Rubber Company

OF . .
Montreal
Toronto
and
Winnipeg
Capital, $2,000,000
. . Manufacturers of the . .

Highest Grade Rubber Belting

MADE IN AMERICA.

Specially Adapted for Use in Lumber Mills, Pulp Mills, Etc.

Western Branch: Cor. Front & Yonge Streets, TORONTO
J. H. Walker, Mgr.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

. . . LONDON, ONT.

Dealers and Importers of

Linseed Oil
Spades and Shovels
Harvest Tools
Window Glass
Cut Nails
Wire Nails Binder Twine
Cordage
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Also full lines of Butler's, Rodgers' and Askham's Cutlery, German and English Razors, Carvers, Pens and Pocket Knives

QUICK SHIPMENT. CLOSE PRICES. LARGE STOCKS.

We are Exclusive Canadian Agents for

QUICK MEAL

GASOLINE STOVES | BLUE FLAME OIL STOVES

THE IDEAL SUMMER STOVES

These Stoves have been in the Market since 1891, and have proved themselves a decided success from the start. They are light, handsome, and absolutely unbreakable. They contain more points of superiority than any other Stove on the Market. . . . . .

THINK OF THE CONVENIENCE
NO SMOKE
NO DUST
NO ASHES

A Few Points of Interest.

The pipes connecting tank with burners **extend all the way through the tank** and are strongly soldered on both bottom and the top of tank.

The funnel permanently attached to the tank, does away with using a separate funnel for filling.

The "QUICK MEAL'S" Indicator on its tank, showing how much oil it contains, is simple, strong and accurate.

The drum works automatically and cannot be used wrong.

The "QUICK MEAL" lights quicker and its flame is ready for duty quicker than that of any other stove.

All joints are either riveted and soldered or seamed and soldered, thus avoiding breaks and leaks.

SEND FOR ILLUSTRATED CATALOGUE AND PRICE LIST.

The Gurney Foundry Co., Limited, Toronto.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

FROM CREDIT TO CASH.

AST. CLOUD, Minn., hardware firm has addressed the following to its customers :

We want your trade in the hardware and sporting goods line and propose to make prices an inducement. Beginning with the first day of June, 1897, we are going to close our books and mark all goods in the house down to a cash basis, and from that time onward do a strictly cash business. We are convinced beyond a doubt that this is the only fair way to do business, because the people then get the benefit of close prices and do not pay long profits which must be made in order to offset bad debts in doing a credit business. We have been doing a credit business for the past 16 years, and notwithstanding the fact that we have been careful in selecting and extending a line of credit to people, we find every now and then that a certain account is worthless. We have fought and reasoned with ourselves for several years why we should make such a radical change in our business, but finally jotted down some of the reasons that brought us to it.

First—We will save the salary of a bookkeeper and collector, which amounts to $500 per year, and by taking advantage of discounts on all bills can save money and sell goods closer.

Second—Because we will save in stamps and stationery about $300 per year.

Third—We will always have from $3,000 to $5,000 more merchandise in the store, in place of having it on the books and in notes, and can therefore serve customers better.

Fourth—Because we will have no bad debts and can therefore afford to sell goods much cheaper.

Fifth—With the above savings we can save customers from 10 to 25 per cent. on every article sold.

Sixth—Because the cash system is the only system, and quick sales and small profits is the secret of success.

Seventh—Last but not least, we have been in the credit business for 16 years and are sick of it.

You can readily see that all these expenses, losses and troubles can be avoided by us in doing a cash business, and a saving of a neat per cent. to the customers.

To parties indebted to us we wish to state that we are not going to crowd the collection of their accounts, but will give them a reasonable time to settle, and kindly ask them to continue their patronage, but must insist on cash payment for everything bought from said date. Coupons, which we will issue, will be considered as cash. The fact that goods will be sold close will not allow of their being charged.

Our stock of hardware, stoves, housefurnishing goods, paints, oils and brushes, guns, ammunition and sporting goods will be complete at all times, which will be sold at the lowest possible cash prices.

CORK PUNCTURE AND SIDE-SLIP PREVENTER.

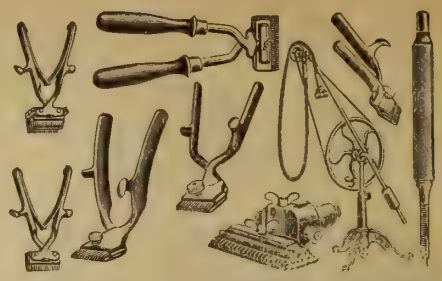
A NOVEL and simple device for the prevention of puncture and side-slipping has been invented by Mr. James McConechy, a Glasgow gentleman. It is made of cork, three layers of which, 1-16 inch in thickness, but of varying widths, are arranged in pyramid form, the bottom layer being about ⅞ inch wide, the next ⅝ inch, and the topmost ⅜ inch in width, all firmly solutioned in position and strengthened by a linen net. The band of cork is fitted inside the tyre-cover with the broadest layer next the inner tube. It is supplied in sections for convenience in handling, each section being about 12 inches long, the ends being cut into step form so that the corresponding section fits over, and is welded—so to speak—into a homogeneous whole when fitted inside the cover. The method of fitting is very simple : strips of canvas are solutioned inside the cover at equal distances from either side, and the cork band is slipped underneath. It is obvious that to puncture the inner tube the cork band must first of all be pierced, and as at the point of contact with the road this is 3-16 inch thick, it would appear almost an impossibility for anything to reach the inner tube. All vibration is said to be absorbed by the cork protector, while the latter imparts an agreeable swing-like motion to the cycle when being ridden. As regards the prevention of side-slipping, the cork forms a complete circle on the inner side of the cover, and pressure from the air-tube against the cork causes the tyre at its tread to be incapable of side or lateral movement. Several valuable testimonials as to puncture prevention and resiliency have been received from experienced riders, and already the demand for the protectors has been large. The prices range from 8s. 6d. for a 24-inch wheel, to 9s. 6d. for a 30-inch wheel, fitting being charged 1s. 3d. extra.—Ironmonger.

GOING INTO BUSINESS IN LINDSAY.

Mr. Wesley Bingham, who for some years represented the McClary manufacturing Co. on the road, is going into business for himself in Lindsay, and premises there are undergoing alteration for his reception. He will carry a full line of stoves, tinware and house furnishings. Mr. Bingham was in Toronto this week. His friends, no doubt, wish him success in his new venture.

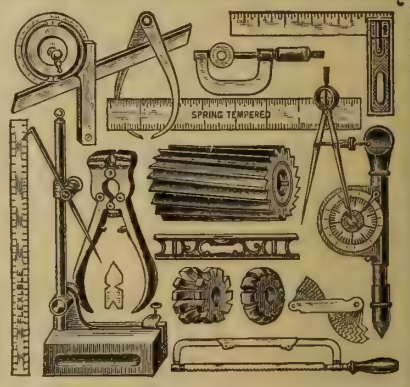
Mr. D. W. McLaren, of the J. C. McLaren Belting Co., Montreal, spent a few days in Toronto this week. He reported business good.

Mr. S. R. Break, manager and treasurer of the London Electric Motor Co., London, Ont., was in Toronto on Thursday. Mr. Break reports business good, and to keep up with orders the company's factory has been running every working day, up till ten o'clock at night, for the past two months.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO., Worcester, Mass.** Catalogue on application.

STARRETT'S



FINE TOOLS

98 Page Catalogue Free.

THE L. S. **STARRETT** CO. Box 5

ATHOL, MASS., U.S.A.

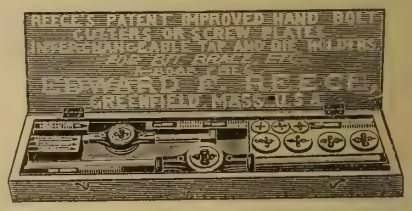
COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.



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Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.

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Mention this paper.

ESTABLISHED 1860 INCORPORATED 1895

Ice Cream Freezers

"LIGHTNING."

Best Virginia White Cedar Pails, with electric-welded Wire Hoops; Cans made of heavy Steel Plate, with Drawn Steel Bottoms, retinned; Gearing completely covered; Quadruple Motion; Automatic Scraper.

ALL SIZES IN STOCK, FROM 1 TO 20 QTS.

The Thos. Davidson Mfg. Co., Limited, Montreal

: : YOU MAKE MONEY BY SELLING : :

Cavalier and Pelham Bicycles

Search Light Lamps, Christy Saddles,
Standard Cyclometers, Etc.

CAVERHILL, LEARMONT & CO. - MONTREAL.

SOLE CANADIAN AGENTS.

CORN KNIVES
CORN HOOKS, *different makes.*
BAND KNIVES
GRASS HOOKS
REAPING HOOKS

"English" (with teeth) at special prices.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 17, 1897.

HARDWARE.

BUSINESS on the whole has been rather quieter in general hardware during the past week. Barbed wire is nominally quoted the same, but it is an open secret that less money has been accepted in many instances. Enquiry for plain fencing wire has been fairly active and values are unchanged. Wire nails are scarce, both in first and second hands, and difficulty is found in promptly attending to orders on this account. Enquiry for them is quite brisk. Cut nails are quiet, while screws, bolts and rivets continue in good request. Demand for horse nails and horseshoes has shown an expanding tendency. All other lines are much the same as they were last week.

BARBED WIRE — The nominal price here on barbed wire is $2.60 f.o.b. Montreal, but it is an open secret that a good deal less money has been accepted. Shipments of goods are going forward more promptly than heretofore. Terms : 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE — Enquiry for plain fence wire has been well maintained during the past week and values rule steady. Discounts are 30 per cent. 4 months or 3 per cent., sales f.o.b. Montreal.

PLAIN WIRE—No improvement to note in this line and values unchanged. Discounts are 30 per cent. on tinners' coppered iron and coppered spring, f.o.b. Montreal, Toronto, Hamilton and London.

WIRE NAILS—Business continues active and stocks here, both in makers' and jobbers' hands, have run down pretty low since the 1st of May, so that the latter are having difficulty in filling orders promptly. In the west prices are unquotable, but in the east car lots are quotable at $2, and smaller quantities, $2.10.

CUT NAILS—There has been a moderate enquiry for cut nails, and prices are unchanged. The base price is $1.95 f.o.b. Montreal.

HORSE NAILS—There has been more enquiry for horse nails. Discounts are unchanged at 50 per cent.

HORSESHOES — Demand for these is expanding in a gradual sort of way. We quote f.o.b. Montreal : Iron shoes, $3.25 ; steel shoes, XL 3 and 4, $4.50 ; ditto 0 and 2, $5.25 ; assorted, $5 ; steel toe weights, $5.50.

SCREWS — There has been a steady enquiry for screws during the week. Discounts are as follows : Flat head, bright, 87½ and 10 ; round head do., 80 and 10 ; flat head, brass, 82½ and 10 ; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent. ; round head, 25 per cent.

BRASS AND COPPER WIRE—There is no change in this line, discounts ranging from 10 to 12½ per cent.

BOLTS, ETC.—Enquiry for these has been fairly brisk, and there has been no further change this week. Discounts are : Common bolts, 70 ; full square bolts, 75 ; Norway carriage bolts, 75 ; machine bolts, 70 ; coach screws, 80 ; blank bolts, 60 ; sleigh shoe bolts, 80 ; and plough bolts, 65 per cent. Square nuts, 4¾c. off the list, and hexagon, 5¼c.

RIVETS—Demand fair at the advance. Discounts on iron rivets, black and tinned, up to 2½ lbs., and all other sizes, now are 65 per cent. Copper rivets are unchanged at 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

CORDAGE—Business has been active, but prices continue steady. We quote : Sisal, 7-16 and upwards, 5½c. ; ⅜, 6c. ; 5-16 and ¼, 6½c., and 3-16, 7c. ; manilla, 7-16 and upwards, 7c. ; ⅜, 7½c. ; 5-16 and ¼, 8c., and 3-16, 8½c.

CHURNS AND WRINGERS — Trade continues light in both lines and values are unchanged.

ICE CREAM FREEZERS—Remain essentially as last reported.

HARVEST TOOLS—Trading fairly active and discounts unchanged.

SPADES AND SHOVELS—There is a fair enquiry for assortments of shovels, while prices are as last quoted.

BUILDING PAPER—There has been a good jobbing enquiry for building and roofing paper. We quote : Plain building, 30c. tarred lining, 40c. ; and do. roofing, $1.40.

LEATHER BELTING—There is a fair enquiry. We quote : Standard, 45, 10, 10 and 10 per cent. ; extra, 40, 10 and 10 per cent. ; agricultural, 65 per cent.

WARE—Enamelled ware, tin ware and plain iron ware have all furnished a fair trade.

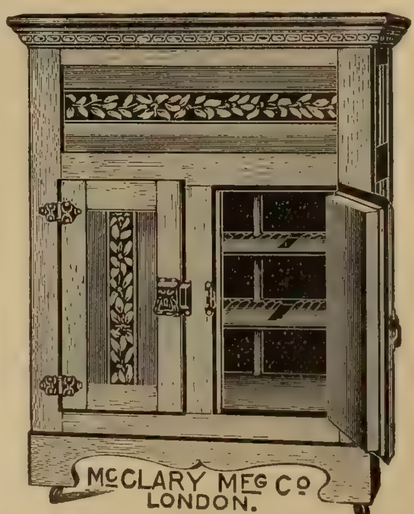
HINGES — There is a fair enquiry. We quote : Screw hook and hinge, 6 to 10 inch, $3.40 to $3.50 per 100 lbs. ; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—Demand for cutlery of all kinds is expanding, orders coming in being for comprehensive assortments.

WIRE CLOTH, SCREENS, ETC. — Wire cloth, screen door and blinds are in fair demand.

CEMENT — There has been a better demand for cement since last report. A sale of 500 bbls. Belgian was made on west-

A GOOD Refrigerator



is a comfort while a poor one is not worth house room. **We guarantee ours satisfactory.**

Made of seasoned hardwood strongly put together and handsomely carved. Zinc lined and charcoal sheathed. Bronze locks and hinges, strong and of unique design. Ice racks and provision shelves strong and serviceable. Entire refrigerator easily cleaned.

The system of circulation, ventilation and insulation ensure a pure, dry, cold air.

Seven different sizes, with ice capacities from 25 lbs. to 180 lbs.

We have also a small quantity 1895 patterns, family size, which we will sacrifice at $12.00 each.

The McCLARY MANUFACTURING CO.

London Toronto Montreal
Winnipeg Vancouver

Cutlery...

See our new Samples for the Fall Trade. Exceptional value and best range of patterns in

DICKINSON'S CARVERS, GERMAN RAZORS, Etc.

Special attention to Import Orders.

A. C. Leslie & Co., Montreal

Merchants and Manufacturers' Agents.

Portland Cement

English, Belgian, German, American and Canadian.

Calcined Plaster

F-FF-FFF or Dental Rock Wall and Asbestic Wall Plaster.

F. Hyde & Co.

31 Wellington street, **MONTREAL**

BRILLIANT

FRENCH

PLATE GLASS

THE BEST AND PRICES THE LOWEST

AT THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

FISHING TACKLE

Our stock is most complete in all kinds of Sporting Goods

Consisting of

Fishing Tackle, Lacrosses, Footballs, Boxing Gloves, Punching Bags, Baseball Goods, Camp Sets, Folding Furniture, Hammocks, etc., etc.

Send for Catalogue B.

The Wightman Sporting Goods Co. 403 St. Paul St. **MONTREAL**

ern account at $1.87½ ex wharf. English cement is very scarce, and it would be difficult to fill an order for 500 bbls. at present. We quote: English brands, $2 to $2.10, and Belgian, $1.90 to $2.

FIREBRICKS — There has been a good demand for firebricks, and prices are unchanged at $16 to $21 per 1,000, as to brand.

METALS.

There has been no change in values, prices generally being as last quoted. The actual movement is not of a very extensive character either.

PIG IRON—Business quiet and unchanged. We quote: Hamilton, $16.50 for No. 1, and $15.50 for No. 2; Ferrona, $14 to $15; Siemens, $14 to $15; Summerlee, $17 to $18; Carron, $17 to $18; Ayrsome, No. 1, $16; Eglinton, $15 to $16; and Carnbro', $16 to $16.50.

BAR IRON—This meets with a very slow sale at former prices, viz., $1.35 to $1.45, as to quantity.

BAND IRON—Very little doing and prices rule steady at $1.75.

HOOP IRON—The same remarks apply to hoop iron which we quote at $2.25.

SHEET STEEL — Prices remain as last quoted, and trading is extremely quiet on the basis of $2.50 per 100 lbs.

SHEET IRON—Business rules quiet and prices unchanged at $2.25 per 100 lbs.

GALVANIZED IRON—Import business in galvanized iron has continued brisk, and large lines held here on account of makers on the other side have been sold out during the week. We quote Queen's Head on the basis of $4 to $4.25.

TINNED IRON—There is a moderate enquiry with the basis as before at $5.50 up to 20 gauge.

LEAD PIPE—There is a fair enquiry for lead pipe, and prices remain steady at 7 to 7½c., with 30 and 5 off.

PIG LEAD—A quiet business is passing and prices range from $3.25 to $3.50.

INGOT TIN—Enquiry of a light jobbing kind, with values ranging from 15½ to 16c.

INGOT COPPER—Prices rule easy, with business dull at 12 to 12½c.

SHEET COPPER—There is little to report, prices ranging from 14½ to 16c.

IRON PIPE—Prices continue irregular, and demand is fairly active. Values range from $1.87 on ¼ inch to $7.87 on 2 inch black iron pipe; galvanized, from 4c. on ¼ inch to 11½c. on 1½ inch.

CANADA PLATES—The supply of these is very light on spot at present, and values are firm in consequence. Next week, however, fresh arrivals will be on hand: We quote: $2.40 to $2.60, as to grade.

TIN PLATES—There has been a firm feeling in tin plate under light supplies here,

GREENING'S

CATTLE TIES

Do not purchase before seeing our samples and prices. Our Ties are the lightest, strongest and best, and most satisfactory line to handle.

The B. Greening Wire Co., Limited

HAMILTON, CAN.

Abbott & Co.

ROLLING MILLS

Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Fishing Tackle.

Trade Mark.

ALLCOCK'S STAG BRAND goods are the best. When you buy from us you buy from the largest makers and oldest house in England. Established 1800.

ALLCOCK, LAIGHT & WESTWOOD,

73 Bay Street, TORONTO, and REDDITCH, ENGLAND.

but some large arrivals are expected next week. We quote: Coke I.C., $3 to $3.20; charcoal, I. C., Allaway, $3.25; do, I.X., $3.90 to $4.00; P. D. Crown, I.C., $3.80; do. I.X,, $4.50.

BOILER PLATE—Continues as last quoted at $1.90 to $2.

SOLDER—Business quiet at 12 to 13c.

SHEET ZINC—Nothing to report except quietness at $5 to $5.25.

SPELTER—Quiet and steady at $4.50 to $4.70.

ANTIMONY—Sales have been made under 9½c., but we quote 9½ to 10c.

SCRAP IRON — There is not much doing in scrap, as the rolling mills are pretty well supplied. Recent sales have been on the basis of $13.50 to $14 for No. 1 wrought scrap.

PAINTS AND OILS.

Though the spring activity is over there is still a good feeling in the trade, orders continuing to flow steadily in most lines. The Paris green season is slow to open, but considerable activity is looked for during the next six weeks. White lead and prepared paints continue in fair demand, notwithstanding the unfavorable weather. No alteration in prices to report.

WHITE LEAD—We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Steady, at 3¾c. for pure in casks, 4c. in kegs, and No. 1, ¼c. less.

LIQUID PAINTS—In moderate request.

SHELLAC—Unchanged at 25c. for case lots of pale orange.

PARIS GREEN — Demand hardly opened out yet. Drums, 13½c.; packets, 14½c.

LINSEED OIL — Quiet and unchanged. We quote: Raw, 42c.; boiled, 45c.; 5-barrel lots 1c. per gallon less.

TURPENTINE—Firm, as noted last week, at 42c. in single bbls.; 5-bbl. lots, 41c. nett.

VARNISHES—In fair request at current prices.

SEAL OIL—Steady, with prices higher at 40c.

COD OIL—No change in cod oil, which sells at 31c.

NAVAL STORES—Cotton waste is rather easier. Otherwise, prices are steady. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5c½. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

GLASS.

There has been little change in this market. We quote: First break, $1.25; second break, $1.35 per 50 feet; third break, $2.80 per 100 feet.

ASHES.

Continue steady as last noted: $3 to $3.10 for first pots, $2.80 to $2.85 for seconds, and $4.40 for pearls.

HIDES.

There has been no change in the hide market. We quote: Calfskins, No. 1, 8c.; No. 2, 6c.; beef hides, 6, 7, and 8c. respectively.

PETROLEUM.

There has been no change in petroleum. We quote: Canadian, 13½c. in carlots, and 14½c. in smaller quantities.

COAL.

There has been a decline here of 25c. per ton in the price of all hard coals. We quote: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6, delivered ex yard: Scotch steam, $3.50 to $3.60 ex ship.

MONTREAL NOTES.

Arrivals of Scotch firebricks at Montreal to date this spring are 395,000.

Cotton waste, both colored and white, is rather lower than it was a week ago.

The arrivals of English cement to date at Montreal have been 7,300 casks, and Belgian 26,910 casks.

F. W. Miller, representing the Magnolia Metal Co., was in town during the early portion of the week.

Lamplough & McNaughton, St. Sulpice street, have just received samples of new pattern hockey skates.

Lamplough & McNaughton have just issued neat price lists regarding Tandem Anti-Friction Metal, for which they are the sole agents in Canada. These will be supplied on application to 59 St. Sulpice street, Montreal.

The John Lysaght, Ltd., galvanized iron manufacturers, are represented in Canada by A. C. Leslie & Co., who carry a considerable stock of their goods at Montreal and Toronto for the accommodation of the wholesale trade. There has been an active demand for these goods lately.

ONTARIO MARKETS.

TORONTO, June 18, 1897.

HARDWARE.

BUSINESS is much about the same as a week ago. Whatever change there is appears to be toward an improvement in the demand. A reaction has again set in in regard to gas and oil stoves, the demand during the last few days having materially improved, and in gas stoves some houses have even been cleaned out of their samples. The warmer weather of this week has also stimulated business in ice cream freezers. Enamelled ware is still quiet, but a demand for preserving kettles is expected to develop in a week or so. Eave troughing is in brisk demand. Leather belting is in good demand and stiffer prices are looked for. Business continues active in wire nails and there does not appear to be the same disposition to cut prices. Some difficulty is still being experienced in filling orders for barb wire, although the difficulty is not as great as it was. The Canadian manufacturers have put a steel rivet on the market in order to meet the competition of the makers in the United States. Business in seasonable goods is being well maintained. Payments are moderate.

BARB WIRE—Jobbers are still experiencing some difficulty in supplying the demand. The beginning of next week will, it is expected, see a better condition of affairs in this respect. Prices are nominally $2.50 delivered to points where the rate does not exceed 25c. per 100 pounds. Terms, 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE—Trade is not as good as it was, and orders can be filled promptly as a rule. Discounts, 30 per cent off the list. Terms, 4 months, or 3 per cent. off 30 days.

PLAIN WIRE, ETC.—Trade is still quiet. We quote: Tinners', coppered iron, and coppered spring, discount, 30 per cent. f.o.b. Toronto, Montreal, Hamilton and London.

WIRE NAILS—Prices are more uniform and shipments are being made more promptly. The demand is still brisk. We quote base price at $2.04 Toronto, Hamilton, London, and where the freight from Pittsburg does not exceed 21c. in less than carload lots.

CUT NAILS — Trade does not yet show any improvement. The orders being received are for small quantities. Base price, $1.74 Pittsburg, duty included; freight to be added; at Toronto $1.95 is being quoted.

HORSE NAILS—The improvement noted last week has continued. Discount 50 per cent.

Binder Twine. HOBBS HARDWARE CO. London.

We have led, others tried to follow.

WE STILL LEAD.

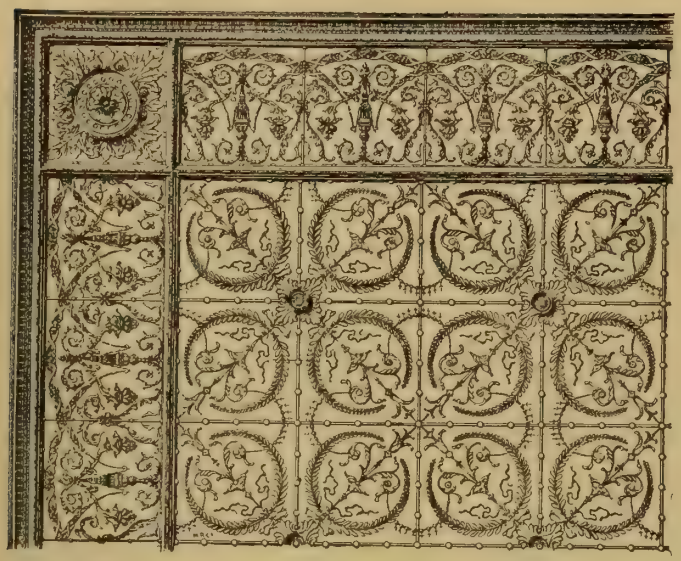
: : : We Offer

PLYMOUTH
CENTRAL PRISON
CONTINENTAL TWINE CO.'S
DOMINION GOVERNMENT

} TWINES

METALLIC CEILINGS

These ceilings are made from mild, annealed metallic plates, in a great variety of designs, suitable for every description of buildings, including HOSPITALS, CHURCHES, SCHOOLS, CONVENTS, OPERA HOUSES, ASYLUMS, OFFICES, STORES, RESIDENCES, Etc.



One of Our Designs.

The many advantages of their use as a substitute for wood and plaster lie in the fact that they are light in weight, will not crack nor drop off, consequently no danger of falling plaster; are unquestionably durable, have air-tight joints, are easily applied, are practically fire-proof, are highly artistic, do not harbor vermin or the germs of disease, and possess splendid acoustic properties, in addition to many other points of excellence over any other form of interior decoration.

SEND FOR CATALOGUE

The Metallic Roofing Co. Limited Cor King and Dufferin Streets **Toronto, Ont.**

The Pioneer Makers of Sheet Metal Building Materials. Phone 5481

HORSESHOES — Orders are not large and the general trade is quiet. We quote : Iron, $3.35 ; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—A fair busines is being done. Discounts are now : Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount 25 per cent.; round head, 20 per cent.

BOLTS—Business is fair. Discounts are : Common bolts, 3-16, ¼, ⅜ and 5-16, 70 per cent. ; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.: machine bolts, 70 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb.

BRASS BUTTS — Business is quiet and prices unchanged. Discount, 17½ per cent.

RIVETS AND BURRS — The Canadian manufacturers are putting steel as well as Norway iron rivets on the market. Further reference will be found in our editorial pages. We quote : Carriage, section, wagon box rivets, etc., (steel) 65 per cent. off the list ; ditto (Norway iron) 60 per cent.; black M rivets, up to 2½ lbs. inclusive (steel) 65 and 5 per cent.; ditto, 3 lbs. and heavier, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE —Trade is exceptionally quiet. We quote as follows : Sisal, 7-16 in. and larger, 5⅜c.; ⅜ in., 5⅝c.; ¼ and 5-16 in., 6⅜c. ; 3-16 in., 6⅞c. Manilla, 7-16 in. and larger, 7⅛c.; ⅜ in., 7⅜c.; ¼ and 5-16 in., 8⅛c.; 3-16 in., 8⅝c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made ; hemp, 7 to 9c.

CHURNS—The demand is only fair. Discounts, 60, 10 and 10, from both stock and factory, with terms 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS — Business is quiet. We quote : "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

HARVEST TOOLS—Orders are still coming in freely. Discount, 60 and 10 per cent.

SPADES AND SHOVELS— Trade continues good. Discount, 45 per cent.

BUILDING PAPER—There has been a further improvement in the demand. Prices are firm. We quote : Plain building, 30c. per roll ; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING — Prices are stiff in sympathy with hides, and an advance is anticipated. The demand is fair. We quote : Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—Enameled ware is quiet, but in a week or two, when the demand for preserving kettles springs up, business is expected to be much more active. Tinware is also quiet.

MILK CAN TRIMMINGS, ETC.—Are in continued fair demand. So also are made-up cans.

HINGES—Business continues good. We quote : Screw hook and hinge, 6 to 10 inch, $3.40 to $3 50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—Business is much about the same as a week ago.

SCREEN DOORS AND WINDOWS—Trade is good, quite a number of shipments having been made.

POULTRY NETTING—Good deal going out. Discount, 67½ per cent.

GREEN WIRE CLOTH—Is going out steadily. We quote : $1.35 per 100 square feet.

GARDEN HOSE—Business continues good. We quote : Standard brands, 72½ per

cent.; "Competition," or "Trade," 77½ per cent.

Cement—Trade continues good. There has been no settled change in prices, but they are rather feverish. We quote Canadian Portland 10c. higher and calcined plaster 10c. lower than last week. We quote in car lots: Canadian Portland, $2.50; English do., $2.50; Belgian do., $2.50; Canadian hydraulic cements, $1.10; calcined plaster, $1.90 per barrel.

METALS.

There is no material change. Ingot tin is a little stiffer. In other lines prices are much as before.

Pig Iron—In the United States both business and prices are unchanged. We quote: Hamilton No. 1, in 100 ton lots, $14.50 per ton; No. 2, $14; Southern soft, $15.50 for No. 1, and $15.15 for No. 2; Southern foundry, $15.75 for No. 1; $15.25 for No. 2, and $15 for No. 3; Niagara, No. 1, $14.80; No. 2, $14.30.

Bar Iron—Trade still rules quiet. We quote the base price at $1.40 in carload lots and $1.50 in small quantities.

Sheet Steel—Business has been fair during the week, particularly in the gauges from 22 to 28. We quote the revised figures reference to which was made last week. We quote: 12 to 16 gauge, $2.60 to $2.70 per 100 lbs.; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

Black Iron—Business is good. We also publish the revised list in this line. We quote as follows: 10 to 12 gauge, $2.60 to $2.70 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

Galvanized Iron—Is going freely. A number of orders have been booked for direct shipment from factory. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

Tinned Iron — The demand continues fair, but stocks in the standard gauges are light. We quote: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

Lead Pipe and Traps — Trade is fair. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

EFFICIENT
DURABLE
UNIFORM
RELIABLE

NICHOLSON

FILES

NICHOLSON
FILE CO.
Providence, R.I., U.S.A.

THE MARLIN MODEL 1893

Is a rifle made to give satisfaction. Like all other Marlins it has the well-known **SOLID TOP** and **SIDE EJECTION.** It is made of special stock and takes the two popular cartridges 32-40 and 38-55.

It is made in all lengths and styles, regular and **TAKE DOWN.**

It is also made for the 2 modern small bore high-power hunting cartridges 25-36 and 30-30 smokeless.

Send for complete catalogue to

Barrel and Action of "Smokeless Steel."

THE MARLIN FIRE ARMS CO.

For Sale by all Jobbers

NEW HAVEN, CONN., U.S.A.

To Whet a Scythe...

properly requires a good Scythe Stone.

Pike's BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND

are positively the best on earth. ***Scythe Stones***

Pike's Lily White Washita OIL-STONE has no equal for mechanics' tools.

WRITE FOR PRICES

The Pike Mfg. Co., Pike Sta., N.H.

Soil Pipe—Trade is quiet. Discount, 60 and 10 per cent.

Pig Lead—Trade is moderate. A reduction in price has taken place, figures now being $3.30 per 100 lbs. for ton lots and $3.40 per 100 lbs. for smaller lots.

Ingot Tin — Prices are a little stiffer, now being held at 16 to 16¼c. per lb.

Ingot Copper—Very little doing. We quote: 11¾c. for quantities and 12¼c. for small lots.

Sheathing Copper, etc. — Trade is quiet. We quote: Sheathing copper, 14½ to 16c. according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

Iron Pipe—Trade is increasing. Prices are unchanged at last week's reduction. We quote per 100 feet net: Wrought, ¼ to ⅜-inch, $1.87; ½-inch, $2.10; ¾-inch, $2.45; 1-inch, $3.40; 1¼-inch, $4.50; 1½-inch, $5.87; 2-inch, $7.87. Galvanized, ½-inch, 4c.; ¾-inch, 4¾c.; 1-inch, 6¾c.; 1¼-inch, 10¼c.; 1½-inch, 11½c.

Range Boilers—There is a fair trade being done. We quote: Galvanized, 30 gallons, $5.25 to $5.30; 35 gal., $6.50; 40 gal., $7.50; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates—A good many orders are being placed for import, but shipments from stock are light. We quote: Half-polished, 52 sheets, $2.50; and all-bright, $3.

Tin Plates—Not much doing. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

Coil Chain—Business is quiet. We quote: ¼ in., 4⅝c.; ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

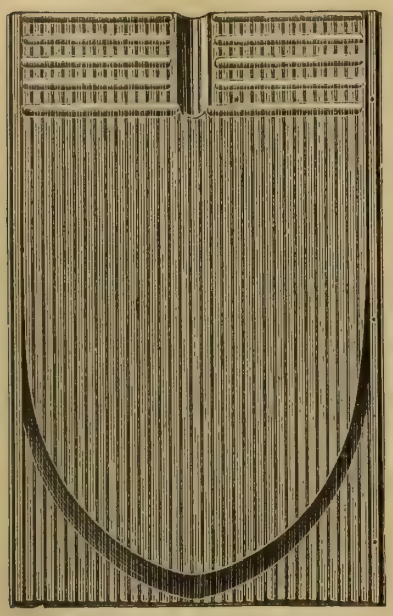
Sheet Zinc—Has been going out fairly well at firm and unchanged figures. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

Terne Plates—A number of orders have been booked, which jobbers are compelled to hold upon their books a few days longer, stocks not having arrived as early as anticipated. We quote: I C, $6; I X, $8.

Solder — Trade remains fair. We quote: Standard, 10½c.; strictly pure, 11c.

Antimony—Dull. We quote: Cookson's, 8¾ to 9c.; other makes, 8¼ to 8½c.

Jubilee Roofing



Style A. "Victoria" Shingles.
Size 10 x 14 inches.

Our **"VICTORIA" SHINGLES** are new and strictly UP-TO-DATE, embracing all the desirable qualities of other shingles, as well as introducing many new features.

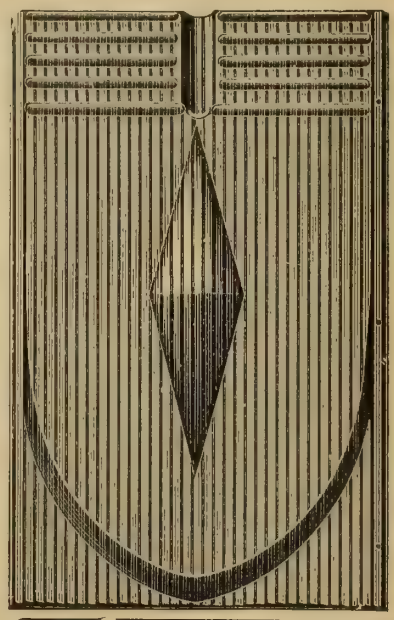
MADE IN

COPPER
ALUMINIUM
GALVANIZED IRON
and STEEL (painted)

These goods are created for the covering of the best class of dwellings and other buildings, and have

all the advantages of Slate Roofings

without the weight.



Style B. "Victoria" Shingles.
Size 10 x 14 inches.

Manufactured only by

THE PEDLAR METAL ROOFING CO.

MAKERS OF ALL THE LEADING STYLES OF SHEET METAL BUILDING MATERIALS

J. H. ASHDOWN, WINNIPEG,
Agent for Man. and N.W.T.

Oshawa, Ont.

GLASS.

The trade in glass continues dull, with prices still irregular. We quote window glass: First break in 50-foot boxes, $1.20 to $1.25, and in 100-foot boxes, $2.30, Toronto, Hamilton and London.

OLD MATERIAL.

The trade in iron continues exceedingly dull. Wrought iron continues to be shipped to Montreal. The trade in rags is not at all brisk, but zinc, lead, and the rest of the finer metals, are moving lively. We quote: Agricultural scrap, 40c. per cwt.; machinery cast, 42½c. per cwt.; stove cast scrap, 25c.; No 1 wrought scrap, 40 to 45c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3 to 3¼c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

PAINTS AND OILS.

A steady volume of business is reported in Toronto and vicinity. The demand for Paris green is good, and it is reported that the potato bug is as rampant as ever. Prices have been cut, however, firms having sent out circulars quoting low figures on Canadian green. The market on castor oil has advanced ¾c., which is owing, doubtless, to the plague troubles in India. The English market for linseed oil is easier, and there have been further efforts put forward this week by the Americans to get their oil into our market, but with what success we cannot say. Shellac gum, which had touched a low price, has stiffened up. Stocks of whiting and Paris white are now plentiful. The season is about now over for sulphate of copper, and demand is falling off, but on account of scarcity price remains the same. In view of a possible advance on white lead orders have been coming in freely from the country. Locally there has been a good deal of "touching up" preparatory to the Jubilee festivities. Liquid paints still form a large percentage of the paint shipment, and the makers express themselves as being well pleased with the turnover in this branch. A reduction of 1c. per gallon has taken place in the price of turpentine.

White Lead—Ex Toronto, we quote: Pure white lead, $5.15; No. 1, $4.77½; No. 2, $4.40; No. 3, $4.02½; No. 4, $3 65; dry white lead in casks, $4.50.

Red Lead—We quote: Genuine, in casks of 560 lbs., $4; ditto, No. 1, in casks of 560 lbs., $3.75; genuine, in kegs of 100 lbs., $4.25; ditto, in kegs of 100 lbs., No. 1, $4.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

Paris White—We quote 90c.

Whiting—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots.

Gum Shellac—24c.

Sulphate of Copper—In 300-lb. casks, 5c. per lb.

Plaster Paris—$1.90 per barrel.

Castor Oil — In cases, 8½c. per lb. and 9c. for single tins.

Seal Oil—Is quoted at 5½ to 6c. and yellow seal at 4¼ to 5c.

Litharge and Orange Mineral—We quote: Litharge, 5 to 6c.; orange mineral, 6 to 7c.

Pumice Stone—Powdered, 3c. in barrels and 5c. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

Putty— In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $2; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

Paris Green—Bulk (600 lbs.) 11c.; 200-lb. kegs, 11½c. per lb.; 100-lb. kegs, 12c.; 50-lb. drums, 12½c.; 25-lb. drums, 13c.; 1-lb. cartoons, 13¾ to 14c.; ½-lb. packages, 15 to 16c.

Linseed Oil — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; Boiled, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

Turpentine—We quote for outside western points, freight allowed, 1 to 4 barrels, 43c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal are 2c. less than the above.

HIDES, SKINS AND WOOL.

Hides—Market brisk. Prices have risen ½c. a lb. Dealers pay 8c. for No. 1, 7c. for No. 2 and 6c. for No. 3.

Calfskins—Trade continues good, and the increased prices are firm. No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Deatons, from 30 to 35c.; culls, 15 to 20c. each.

Sheepskins—We quote: $1.25 to $1.35; $1.50 for best; shearlings, 25c. each; lambs, 35c.

Wool—The same lack of speculative interest and the same feverish prices continue in wool this week. The price is 18 to 19c., but nothing is doing at this low price. Dealers are holding, in spite of the probable reduction.

COAL.

Business continues dull. Anthracite is quoted at Buffalo and bridges: Grate, $4.01; egg, $4.24; stove, $4.24; chestnut, $4.24.

PETROLEUM.

There has been no noticeable change in the oil market during the week. Trade is brisk, and machine oil continues to be a main feature in the market. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Ingot tin is fractionally higher.

Rivet makers in Canada now have a steel as well as a Norway iron rivet on the market.

Turpentine has declined 1c. per gallon, being now quoted at 41c. Toronto, Hamilton and London, and 43c. freight allowed to western points.

W. B. Bower and John Donaldson, two former residents of Guelph, have gone into partnership in Grand Forks, B.C., and are commencing the erection of a store in which they intend to carry on a hardware business.

UNITED STATES MARKET.

New York, June 17, 1897.

PIG TIN—The strong features that have prevailed for several days come out more boldly, particularly in "official quarters" and business of very fair amount was transacted outside in a quiet way. Five-ton lots realized 13.75c. net, in store, and 13.80c. free on board. Near future deliveries were held quite as high, since the stock in transit, as well as that on the spot, is under very close control. London cables noted fairly brisk movement at slightly higher prices.

Copper—The market is in somewhat dull condition, since home consumers and exporters alike follow a conservative policy pending some new move on the part of producers. There is, however, some pretence of firm holding, but evidence is wanting of other than small trades being effected at above 11c. for Lake Superior ingot, 10⅝ to 10¾c. for electrolytic and 10⅜ to 10⅝c. for ordinary casting stock.

Spelter—A moderate business only is passing here, but holders are firm on prices, quoting 4.25 to 4.35c., as to brand, for Eastern deliveries. London cable quoted £17 5s. for ordinary brands.

Antimony—Small sales only are being made, but the business is sufficient to hold prices at 6¾ to 7¼c., according to brand.

Pig Lead—Business to a fair extent was effected at 3.30c. for common domestic,

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early delivery. That price was subsequently bid and refused. At the close there were few, if any, outright offers to sell at less than 3.35c. London cable quoted £11 17s. 6d. for soft Spanish.

TIN PLATE—The market remains in a more or less unsettled condition, with prices rather weak and only fair business passing.

IRON AND STEEL—Business is rather slow in nearly all departments, and merely fair in total amount. Prices remain without important variation.

THE DEMANDS OF STEEL USERS.

IN discussing a paper by Paul Kreuzpointner, of Altoona, before the Engineers' Club of Philadelphia, on the subject "Steel as Viewed by the Engineer," A. L. Colby, of the Bethlehem Iron Co., made the following remarks: "Our customers admit that specifications are more rigid to-day, because their processes are cheapened and the manufacturer's product more roughly handled in consequence. For instance, a 4-inch billet is now drawn to a 3-10-inch rod at a single heating. Automatic machines, geared up to their maximum capacity, are sensitive to the slightest variation in the hardness of the manufacturer's billets. Axles are now rapidly turned in turret lathes with a cutting tool the full length of the journal, instead of in ordinary lathes with a small travelling tool. If the turnings hang to the cutting edge in the modern turret lathe a rough turned axle results and the manufacturer's steel is said to be at fault. The specifications of some customers allow entirely too limited a range in chemical composition in the very high carbon open hearth steels which the customer expects to substitute for crucible steel for a great variety of purposes, and even under these circumstances the manufacturer is expected to replace the occasional billet of this material, which is sold by the ton, because, on account of seams on pipe, this billet cannot be made into the so-called 'crucible steel' tools, which are sold by the pound at a good profit. A reference to the order books of any steel works which have manufactured steel since the seventies will show how little was demanded of the manufacturer years ago, when his customer's profits were large and rejections never referred to; whereas to-day, with the manufacturer working on even smaller margins than his customer, almost every order is accompanied by chemical and physical specifications, and in some cases a demand is made that the steel shall be guaranted to give satisfaction for the purpose intended. This latter request is unfair to the manufacturer, for the failure of steel is often due to the customer not annealing his manufactured articles, especially those of large sizes, in which the establishment of internal strains is particularly fatal."

TRADE CHAT.

Three thousand people have gone into the Lake Dauphin district this spring, 2,000 by train and 1,000 by trail.

Peter Harrison, who was convicted of breaking into Hoar's hardware store, Toronto Junction, was sentenced to five years in the penitentiary.

More than 200 men employed by the Metropolitan Street Railway Co., of New York city, are now receiving an extra compensation of 25 cents per day because no complaint against them was made by either passengers or officers during the past year.

W. A. Fraser and a party of six skilled oil borers from Petrolia arrived at Edmonton, N.W.T., on Monday of last week, and will resume oil boring operations in that district. Trials will also be made at Pelican Rapids and Victoria, where machinery has been taken.

To remove stains: Dilute muriatic acid with water, taking care that it be not too strong; or soap lye mixed with quick lime, pretty thick. Apply for a day; then wash off with soft soap and water. Iron stains on marble are removed by a mixture of lemon juice and sulphuric acid.

T. P. Laphage, a mechanical engineer, of London, Eng., is constructing a plant in Chicago, where he purposes to procure ingots from which steel is made at two-thirds of the cost now entailed. It is positively known that $500,000 has been refused for an eighth interest in the plant.

Chas. Steiner, C.E., South Boston, Mass., who wrote the Mayor some time ago regarding a scheme for the development of motive power for the use of Hamilton and Toronto, has sent another letter, in which he mentions that he will expect $10,000 and 10 per cent. on the receipts from the developed power if his plan is accepted.—Hamilton Herald.

The Bushnell Oil Co., of Sarnia, has a gang of men engaged relaying the pipe line from the oil regions to their pumping station in Sarnia township, and from there to the Sarnia works. The small-sized pipe between Petrolia and Marthaville and the pumping station will be replaced by a three-inch pipe, and the pipe between the pumping station and Sarnia will be replaced with a four-inch main.

In view of the anticipated exhaustion of the quarries of lithographic stones at Solenhofen, Bavaria, the use of aluminum as a substitute in engraving has been suggested, and the German journal Newesto Erfindungen und Erfahrungen enumerates the qualities that may render that metal suitable for the purpose. The National Druggist, of St. Louis, points out, however, that there are lithographic quarries in Gennesee which can furnish immense quantities of stone fully equal for all the purposes of engraving to the very best Solenhofen.

A trial was made at Hartford, Conn., a few days ago of the new three-rail system of electric road, which does away with the trolley. The trial was a complete success, some sections of the road being covered faster than a mile a minute. It is believed that the new development will enable the railways to displace steam power by electricity without the necessity of abandoning their valuable roadbeds.

A discovery of a deposit of emery and graphite in an island in Lac du Bonnet, 25 miles north of Whitemouth, Man., is talked of as likely to lead to the development of an important enterprise. There are in Canada, it is said, four or five manufactories of emery wheels, hones and culinary sharpening implements, the material used in which has to be imported; and no reason is seen why such an industry should not be started in this neighborhood, seeing that the material exists in great abundance and can be cheaply produced, the rock being near the surface, and wood in inexhaustible quantities being on the spot.

TACT WITH CUSTOMERS.

As has been often said, courtesy is the best and cheapest trade currency, remarks Stoves and Hardware Reporter. Tact is a close second. There is as much skill in handling a customer as in buying or displaying the goods. No one cares to buy what he does not want. He may occasionally yield to persuasion and accept an article that his own judgment tells him is not adapted to his purpose, but he does not like to be convinced against his will and is reasonably certain to find fault with his purchase, even though it may be intrinsically better than the one he wanted to buy in the first place. If a customer wants cut nails and is urged to buy wire, or a wood box stove and is advised to take a base-burner, he naturally thinks that the dealer or clerk is more self-assertive than politic in a matter of which he, the customer, is at least entitled to his own way of thinking. The dealer probably knows more about the goods and their qualification than does the customer, but the latter knows what he wants, or thinks he knows it, and this is a matter of first consideration. The consummation of tact in selling is to sell goods that suit the customer when he has really wanted something else. Nevertheless, an attempt to do so is rather dangerous at the best, and the safest policy is to sell what the customer wants and not attempt to force his judgment. He may think in the latter case that the merchant is endeavoring to play on his credulity, a method of doing business which even the most unskilled buyers are apt to resent.

Plumber and Steam-Fitter

THE COMING CONVENTION.

ARRANGEMENTS are about concluded for the reception and entertainment of the delegates to the convention of the Master Plumbers' Association of Canada to be held in Toronto June 30 and July 1 and 2.

The Toronto Association, in conjunction with the Manufacturers' Association desire and intend to deal liberally with the visiting delegates and propose to give them a drive around the city on the afternoon of Friday, July 2, not only to show them the city itself, but also to give the manufacturers an opportunity to display their works and manufactures. It is also intended to tender them a banquet in the evening, to which all visiting delegates and every member of the Toronto Association will be given complimentary tickets. It is proposed further that the annual picnic of the local association be held on Saturday to Niagara Falls, to which the visiting delegates will be given complimentary tickets.

To carry out the prescribed programme will require considerable funds, but as the Manufacturers' Association has kindly volunteered to bear the greater part of the burden, it will not seriously affect the association to bear the rest.

A meeting of the Toronto Association will be held on June 28 to make definite arrangements in regard to the entertainment of the visitors, and to decide on the topics for discussion.

RECENT PLUMBING AND HEATING CONTRACTS.

The plumbers of Toronto report that business has considerably improved with the advent of warm weather, and that the outlook is brighter than it has been since the season opened. The call for tenders, principally from outside towns, continues. The repairing and overhauling trade is very brisk, and work for the mechanics for the summer is assured.

Several contracts have been let during the past week, among which are the following :

The Bennett-Wright Heating and Plumbing Co.: the heating of a dwelling for Mr. B. Parsons, Lowther avenue, and also of a house for Mr. Thos. Flynn on George street, both of Toronto ; the plumbing and heating of a magnificent dwelling for Mr. Thomas Long, Collingwood. This firm have been doing the plumbing in connection with the overhauling of the Metropolitan Church, and are now working on Mr. Hugh Ryan's house, Rosedale.

The John Ritchie Plumbing and Heating Co. has secured the contract for the hot-water heating of the new residence of Mr. John Helm, Port Hope.

Purdy, Mansell & Mashinter: the plumbing and heating of the Kingston Asylum ; the steam-heating of the Orillia Central School, and the plumbing of a house for Mrs. Mortimer, Guelph.

HINTS ON RADIATOR DECORATING AND BRONZING.

An occupation which has originated since the systems of steam and hot water heating have been so extensively introduced is that of painting and decorating radiators, says a writer in Metal Worker. Here we have a new industry, and one that commends itself as filling a long felt want. The refining influence of art and the conquests of gilt and paint, bronze and enamel, over the rough and unfinished casting, are sure to please the eye and taste of all those who use radiators.

The business of decorating radiators of all kinds has become an established trade, and the blending of colors, both in bronze and enamel, to match wall paper, tinted walls, wood work, carpets, etc., causes instant admiration when practically carried to perfection. A radiator is considered by some as an eyesore to a room, but under the artistic brush of a practical radiator decorator it is soon changed to a positive ornament. The application of bronze or special radiator enamel will not affect the radiation of the pipes in the least. After radiators have been in use for a short time and begin to look shabby, there is every need of their being attended to by someone who is familiar with the work. The demand for this class of work is very extensive.

For the benefit of those who have not studied this question more closely, we will give a few hints regarding the decoration of radiators with bronze. A majority of radiators to-day are simply done in gold bronze or gilded. This is the cheapest method employed in finishing radiators by steam-fitters and other persons ; and because the fitter finds it hard to suit the tastes of the person having the work done. This is a frequent occurrence with fancy and ornamental radiators. Why ? Because the steam-fitter has not the experience in the shading and blending of colors that a practical radiator decorator has acquired through his daily work and years of experience, and, in most cases where an artistic decoration is required, will use a horrible combination of color, at least not satisfactory to the parties having the work done.

Combinations of colored bronzes whose shades are near to each other ought to be avoided carefully, especially gold with any other color with a light contrast. Following are a few pretty combinations in bronze where two colors are used :

Gold and aluminum,	Aluminum and gold,
Gold and green,	Copper and green,
Gold and copper,	Green and copper,
Copper and gold,	Green and gold,

and many other combinations when the

colors of the room require it. A beautiful and quiet effect is produced by bronzing a radiator with black bronze and decorating the ornamental parts with gold bronze.

A DESCRIPTION OF JOINT WIPING.

The London Plumber and Decorator, as a result of a competition they inaugurated, printed the following description of joint wiping by H. W. Esau, who received the first prize :

A defective and bad joint is generally put down to bad solder, but more often it should be ascribed to bad preparation, for it is in the preparation that the soundness and appearance of the joint depends, and so should be considered one of the principal details.

The length of pipe should first be straightened on a firm, level bench, a mandrel driven through, fitting the pipe tightly, and flapped with a lead flapper, at the same time rolling the pipe with the other hand, thus taking out the bruises and leaving the pipe staight and true. The ends are then straightened, rasped square with the length of the pipe and the shave hook lightly drawn around the inside edge, removing the burr. Into the male or spigot end should be inserted a well-tapered turnpin, opening it slightly and then rasping it with a fine rasp to a well-tapered edge.

The socket end is opened with the turnpin to allow the spigot end to well enter, and the outer edge is rasped parallel with side of the pipe. Each end should be well rubbed with chalk, marked round lightly, and soiled to a distance of six inches, but not to within one inch or so of the rasped edges. The soil brush should also be run round inside the ends and then the latter dried. The two ends should be then marked round for the shaving line, care being taken to only mark the surface of the soiling, and shaved with a sharp hook, care again being taken to only remove the surface and not weaken the pipe more than necessary ; the hook should also be run round the inside of the socket end. The spigot end should be shaved the depth of entry longer than the socket end, and then well "touched," a portion of tallow being rubbed lightly over the soiling. The ends should be then tinned by pouring solder, not too hot, over them, catching the solder in a large cloth usually kept for pouring on to large joints. When sufficient heat is got up the solder is caught with the cloth, passed round the ends and wiped off, the surplus also cleanly wiped from the edges and inside.

The pipes being now ready for fixing, are placed in position and tightly fixed, leaving good hand room round the joint, especially noting the entry of the spigot end into the socket, each being as true as when leaving the bench. By giving a slight turn or twist to the spigot end a kind of ground in joint is formed into the socket.

Presuming the joint to be an underhand one, provision is made with a piece of board, covered with paper or soiled sheet lead, to catch the solder, which, when well hot, but not too hot, is brought and placed by the side of the plumber.

The large cloth is taken in the left hand, the solder stirred with the ladle before dipping out with the right hand, and the small cloth warmed and kept ready to hand for finishing. (These cloths should be made of moleskin cloth or fustian and doubled to a good thickness.) The solder is then poured with a steady flow well along the surface of the pipe beyond the prepared ends, and when sufficient in quantity it falls into the cloth and is then brought again to the surface, the sides and underneath receiving attention during the pouring process, so that the whole of the joint is equally heated, the solder from the bottom being brought to the top and this

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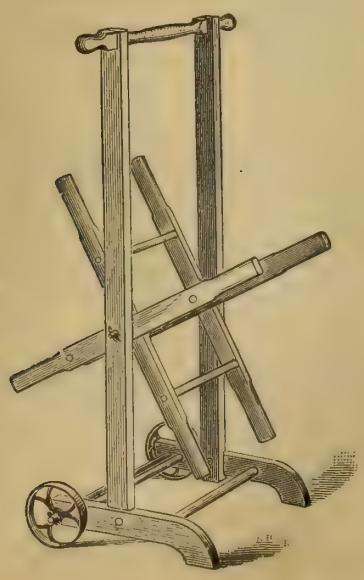

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again poured on to, using fresh metal. When sufficient heat is got up for the solder to flow equally round the joint, that contained in the cloth is again brought to the surface, the small cloth being substituted for the large one, and the joint roughly but smartly shaped, wiping round it thus removing any surplus solder and leaving the edges clean. The fingers should be well spread on the back of the cloth, taking in the width of the joint, and pushed well round as far as possible with one clean wipe ; it should then be brought up, and then with a sharp finish leave the joint clean and true. If the sharp finish is not successful in taking off the surplus solder it should be wiped off lenghways with the pipe in preference to keep going round the joint to remove it. Care should always be taken to keep the cloth wiping one way round the joint. The surplus solder is then picked up and returned to the pot.

SOLDERING ALUMINUM.

The Metal Worker gives the following in reference to aluminum soldering : "While aluminum can be soldered, it is difficult to do so without some little experience. Almost any solder, if properly applied, will make the surfaces adhere for a short while ; the great trouble being that after the solder has been applied for about six months it is apt to drop off, owing to the galvanic action generated, due to the fact that the solder and aluminum are of different potentials and are widely separated in the electro-chemical series. The basis of most aluminum solders is half phosphor tin and half block tin. If 3 or 4 per cent. of silver is added, and also a little zinc, the solder will flow much better. There are a great number of solders for aluminum on the market that are claimed to do the work. Most of them will hold for a while, but much sinc should be avoided in the composition of this, as it seems to be one of the ingredients most easily oxidized by galvanic action. The Pittsburgh Reduction Co. have a solder which they manufacture especially for soldering aluminum. It is applied with an ordinary soldering iron, without the use of any flux, being careful to first tin the two surfaces, after they have been thoroughly cleaned, when they are put together and a hot iron run over the same. This, they claim, will melt the solder and produce a good joint.

A STANDARD FOR WORK.

This "setting a standard" would save us expense, worry and the necessity of using any but reliable goods, and it would help the reputation of the trade enormously. This is why at present, owing to conditions and methods of letting contracts, we all are obliged to use the cheapest—unless a first-class line of material is demanded. It does not give an owner satisfaction, soon requires repairs and consequently calls down on the plumber's head denunciations and what not, these maledictions are undeserved in many cases, but they bear against the entire trade, give them the reputation of being robbers and everything else that is unholy.

We can change this by first getting the right kind of material and none other, and then by putting it in place by the right kind of workmanship—after that, let the devil take the hindmost and clean 'em out of the business. Why struggle along in a leaking boat, the honest, hard workers constantly baling out and carrying the lazy fellows? Let us get into a good, strong boat, and then those who do not work honestly and persistently can float about, but not reach shore.—Plumbing Trade Journal.

PLUMBING NOTES.

The Hamilton stock of the Young & Bro. Co., Ltd., dealers in lamps and plumbers' supplies, Hamilton and Brampton, has been sold.

Plans have been prepared for the erection of a new Baptist church in Berlin. The church is to accommodate 500 persons and the schoolroom 250.

Permits have been issued for the erection of the following brick and stone dwellings in Toronto : On Elm avenue, by H. S. Drayton, to cost $5,000; on Lowther avenue, by Wm. Garside, to cost $4,000.

The city of St. Thomas intends erecting a new city hall. At a recent meeting of the committee that has the matter in hand, plans were presented from two architects. According to one the cost would be $25,000 and to the other $28,000. Nothing definite was decided on. Ald. Wallis is chairman of the committee.

THE SPONGE CROP.

The entire sponge crop of the world, as estimated by the Government of France about four or five years ago, was a trifle over $2,000,000 per year. Of this the product of the Florida fishery is $350,000 a year, in a good year. Out of this product, $150,000 worth, or thereabouts, is exported, leaving $200,000 to be consumed in the United States. Of the entire $2,000,000 this country consumes $500,000 worth.

An Oshawa dispatch says : "This season is the busiest in the history of the Pedlar Metal Roofing Co. If the present volume of trade continues for the balance of the year the business for the year will crowd close upon the half-million mark. This is a great development for a factory that was put in operation in 1892.

BUSINESS WANTED.

HARDWARE BUSINESS WANTED, IN A GROWing town; or would take an interest if satisfactory. Address, "Hardware Business," HARDWARE AND METAL, Toronto. (27)

SITUATION WANTED.

WANTED—PERMANENT SITUATION AS SENior clerk in Hardware store; young man, ten years experience; good salesman and stockkeeper; strictly temperate; understands buying thoroughly; best of references. Address W. A. Fisher, Burks Falls. (25)

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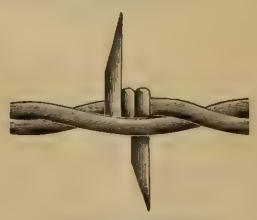

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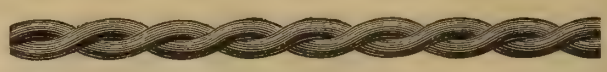

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RED CROWN
WHITE SISAL

For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manila and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to any manufactured. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture. Prices and samples of our brands will be furnished on application.

Consumers Cordage Co.

MONTREAL . . .

GRASP OPPORTUNITIES.

"THERE is nobody whom Fortune does not visit once in life," says a Cardinal, "but when she finds he is not ready to receive her, she goes in at the door and out at the window."

"What is its name?" asked a visitor in a studio, when shown, among many gods, one whose face was concealed by hair, and which had wings on its feet. "Opportunity," replied the sculptor. "Why is its face hidden?" "Because men seldom know when he comes to them." "Why has he wings on his feet?" "Because he is soon gone, and once gone, cannot be overtaken."

Life pulsates with chances. They may not be dramatic or great, but they are important to him who would get on in the world.

Cornelius Vanderbilt saw his opportunity in the steamboat, and determined to identify himself with steam navigation. To the surprise of all his friends, he abandoned his prosperous business and took command of one of the first steamboats launched, at $1,000 a year. Livingston and Fulton had acquired the sole right to navigate New York waters by steam, but Vanderbilt thought the law unconstitutional, and defied it until it was repealed. He soon became a steamboat owner. When the Government was paying a large subsidy for carrying European mails he offered to carry them free and give better service. His offer was accepted, and in this way he soon built up an enormous freight and passenger traffic.

Foreseeing the great future of railways in a country like ours, he plunged into railroad enterprises with all his might, laying the foundation for the vast Vanderbilt system of to-day.

Young Philip Armour joined the long caravan of Forty-Niners, and crossed the "Great American Desert" with all his possessions in a prairie schooner drawn by mules. Hard work and steady gains carefully saved in the mines enabled him to start, six years later, in the grain and warehouse business in Milwaukee. In nine years he made $500,000. But he saw his great opportunity in Grant's order, "On to Richmond." One morning in 1864, he knocked at the door of Plankinton, partner in his venture as a pork packer. 'I am going to take the next train to New York," sain he, "to sell pork 'short.' Grant and Sherman have the rebellion by the throat, and pork will go down to $12 a barrel." This was his opportunity. He went to New York and offered pork in large quantities at $40 per barrel. It was eagerly taken. The shrewd Wall street speculators laughed at the young westerner, and told him pork would go to $60, for the war was not nearly over. Mr. Armour kept on selling. Grant continued to advance. Richmond fell, and pork fell with it to $12 per barrel. Mr. Armour cleared $2,000,000.

John D. Rockefeller saw his opportunity in petroleum. He could see a large population in this country, with very poor lights. Petroleum was plenty, but the refining process was so crude that the product was inferior and not wholly safe. Here was his chance. Taking into parnership Samuel Andrews, the porter in a machine shop where both had worked, Mr. Rockefeller started a single barrel still in 1870, using an improved process discovered by his partner. They made a superior grade of oil and prospered rapidly. They soon admitted the third partner, Mr. Flagler, but Andrews soon became dissatisfied. "What will you take for your interest?" asked Rockefeller. Andrews wrote carelessly on a piece of paper, "One million dollars." Within twenty-four hours Mr. Rockefeller handed him the amount, saying, "Cheaper at one million than ten." In twenty years the business of the little refinery, not worth one thousand dollars for building and apparatus, had grown into the Standard Oil Trust, capitalized at ninety millions of dollars, with stock quoted at 170, giving a market value of one hundred and fifty millions.

These are illustrations of seizing opportunity for the purpose of making money. But fortunately there is a new generation of electricians, of engineers, of scholars, of artists, of authors, and of poets, who find opportunities, thick as thistles, for doing something nobler than merely becoming rich. Wealth is not an end to strive for, but an opportunity; not the climax of a man's career, but the beginning.

Mrs. Elizabeth Fry, a Quaker lady, saw her opportunity in the prisons of England. From 300 to 400 half-naked women, as late as 1813, would often be huddled in a single ward of Newgate, London, awaiting trial. They had neither beds nor bedding, but women, old and young, and little girls, slept in filth and rags on the floor. No one seemed to care for them, and the Government furnished simply food to keep them alive. She visited Newgate, calmed the howling mob, and told them she wished to establish a school for the young women and the girls, and asked them to select a schoolmistress from their own number. They were amazed, but chose a young woman who had been committed for stealing a watch. In three months these "wild beasts," as they were sometimes called, were tame, and became harmless and kind. The reform spread until the Government legalized the system, and good women throughout Great Britain became interested in the work of educating and clothing these outcasts. Four score years have passed, and her plan has been adopted throughout the civilized world.—Pushing to the Front.

BUFFALO BILL.

The famous Buffalo Bill is coming to Canada again with his world-renowned show and will be in Montreal next week. Major Burke, Buffalo Bill's advance agent, arrived in Montreal on Sunday last and is busily engaged completing the necessary arrangements. Buffalo Bill will be in Montreal for the Jubilee on June 21st, 22nd and 23rd, and his detachments of English, German and United States cavalry will, no doubt, attract an extra share of attention owing to the military features of the celebration here. The wonderful work they do will be a revelation to Montrealers. It is probable that in their parade on Monday the American and English cavalrymen will march side by side with the standard of each country at their head, as was done in Boston at a celebration of the anniversary of the battle of Bunker Hill. This happy thought aroused the enthusiasm of the Boston people, more especially as a white dove perched over each flag. Our show, says the major, is an important factor in promoting international amity. That their performances showing the riding of the west have stimulated the cavalry of Europe is a claim made with apparent justice.

A GOOD BICYCLE LAMP.

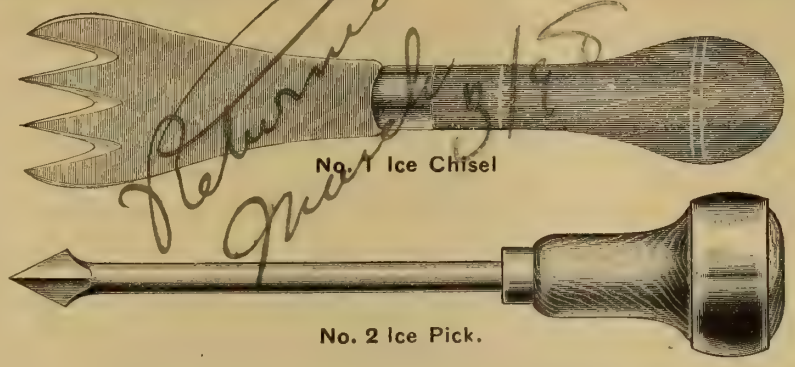
Among the many makes of bicycle lamps the "Diamond" is certainly worthy of mention. It is made of steel plate, heavily nickel plated, and in addition to throwing a strong, steady, brilliant light, cannot be jarred out in riding over the roughest roads or blown out in the strongest winds. Lamplough & McNaughton, Montreal, report very satisfactory sales of this lamp.

MRS. SMOOTHER—Jack, did you ever see a saw set?

MR. SMOOTHER—No, but I have seen a dog iron and an auger bit.

THE KNAPP & COWLES MFG. CO. BRIDGEPORT, CONN., U.S.A.

Send for Catalogue of Full Line of Family Ice Tools and Hardware Specialties. . . .



No. 1 Ice Chisel

No. 2 Ice Pick.

Cast Steel Blade leaded into hardwood handle.

Tempered Cast Steel Blade with wood handle and malleable band.

A VISITOR FROM ARGENTINE.

A GENTLEMAN, now of Buenos Ayres, Argentine, but formerly well known to the grocery trade in Toronto, Hamilton and other places in Ontario, is at present visiting old and familiar scenes in Canada. His name is D. M. Rennie, formerly with Alexander Harvey & Co., Hamilton, and later still with the Eby, Blain Co., Toronto. Mr. Rennie went to Buenos Ayres nine years ago, and those who knew him then say he looks the same now as he did then. I do not know anything about that, but he looks well.

Mr. Rennie is in the commission business in Buenos Ayres, and is in Canada on business as well as pleasure bent. He will return to his adopted country in the course of a couple of months.

"Argentine," he said in reply to a question, "is a beautiful country and Buenos Ayres a fine city of 800,000 inhabitants. The country is a fine one and rich in possibilities. The climate is splendid."

"What are its chief products?"

"Wheat, corn, hides, wool, etc. It raises a large quantity of excellent tobacco." And then he pulled from his pocket a sample box of cigarettes. It contained sixteen. "That sells in Buenos Ayres at seven cents."

Mr. Rennie said that another industry which was developing in Argentine was cane sugar. "We have only been producing sugar about three or four years," he said, "but this year we expect to have a surplus of 100,000 tons for export."

"The wheat crop will be unlimited this year if the locust do not touch it. Last year the locust played havoc with the corn." Canada, he thought, would never be able to compete with Argentine as a wheat producer. "Why, you can get Italian laborers to work for about one dollar, gold, per day. Where would you get people in Canada to work during the harvest for one dollar per day? Then they have all the latest machinery down there."

"What are the possibilities for Canada doing business with the Argentine Republic?" I asked.

"Not very much. They want your white pine and spruce, and large lots of your agricultural implements find a market there. England has the bulk of the trade."

When I asked him as to whether he would advise young men in Canada to emigrate to Argentine, he said: "No, unless they have a thorough command of the Spanish language."

The circulation of Dominion notes on May 31st was $21,986,703. As security for this the Government holds specie and guaranteed sterling debentures for $12,333,512, which is $5,346,808 in excess of amount required by law.

DECREASED IMPORT BUSINESS.

THE Montreal Custom house issued their returns for the month of May last Thursday, and it only requires a glance at these figures to convince anyone that the volume of import business at the leading port of the country has been largely decreased as compared with May last year. The total dutiable goods this year were valued at $1,524,909; the free, 1,084,415, and the coin and bullion, $24,900; a total of $2,634,224; against $1,929,094 dutiable, $1,120,631 free, and $402,614 coin and bullion, a grand total of $3,452,339 for May, 1896. The following table, giving a few of the leading articles of import, will emphasize how general import business has shrunk:

	1896.	1897.
Rice	$ 82,273	$ 2,065
Bicycles	31,162	28,941
Cottons	115 742	95,036
Fancy goods	28 543	30,044
Oranges and lemons	19,273	8,169
Furs, etc.	37,700	27,367
Hats and caps	18,096	22,439
Iron and steel	250,577	247,815
Leather	28,278	40,665
Silks and satins	45,581	36,538
Wines and spirits	54,027	33,967
Sugar	209,919	7
Tobaccos	8,997	3,468
Woolens	125,767	113,201
Coffee	23,854	9,410
Tea	17,054	8,948
Raw cotton	54,822	53,418
Raw furs	38,663	27,252
Crude India rubber	70,605	26,691
Steel rails	54,007	9,436
Raw silk	12,954	9,720
Leaf tobacco	131,988	19,685
Wool	42,153	6,166
	$1,50?,045	$870,348

Blue Flame Oil Stoves AND Gasoline Stoves

If in need of any of these lines kindly write for discounts to

The Hamilton Hardware Co., Limited, Hamilton, Ont.

A HARDWARE MAN MARRIES.

STILL another prominent hardware merchant has fallen prostrate with the June marriage fever. This time it was that successful and enterprising merchant, Mr. Gilbert Moir, of Almonte, who, on Wednesday evening, 9th inst., was united in marriage to Miss Annie Croft, second daughter of Wm. Croft, Esq., of Middleville.

The ceremony was performed at the residence of the bride's parents by the Rev. Mr. McIlraith, Balderson, a brother-in-law of the bride, in the presence of the immediate relations of both of the contracting parties. Mr. Robert A. Snedden, of Pakenham, acted as groomsman, and Miss Maggie Croft, the bride's sister, gracefully performed the duties of bridesmaid.

At the conclusion of the ceremony, and after the happy couple had received the good wishes of those present, a rich dinner was served, and several hours were spent in social amenities.

The bride, who seems to have been popular in the social circles in and about Middleville, was the recipient of many beautiful presents.

Mr. and Mrs. Croft journeyed to Almonte, where they have taken up their residence on Union street.

Since it has had a long business relationship with Mr. Moir, HARDWARE AND METAL claims the honor of tendering congratulations.

COMPANIES INCORPORATED.

The Canesda Mineral Water Co., of Toronto, Ltd., have obtained a charter.

The Mines Investment Association of Ontario, Ltd., Toronto, have obtained a charter.

The Toronto Electric Works Co., Ltd., have obtained a charter.

The Toronto Lithographing Co., Ltd., have obtained a charter.

The Record Printing Co., of Windsor, Ltd., have obtained a charter.

La Compagnie Canadienne de Construction, Montreal, are applying for incorporation.

PERSONAL MENTION.

Mr. Thomas Philp, of Philp & May, Cannington, spent a day in Toronto this week. Mr. Philp reports that the crops in his neighborhood have improved a great deal during the past few days and that the business outlook is fairly good. While little or no building was being done in Cannington, a number of farm buildings were being erected in the vicinity, notably barns, of which some fine ones were being constructed.

Do you want a **Boat Varnish**

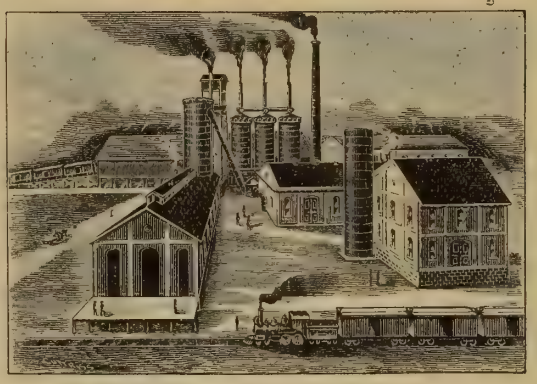
Which is Guaranteed Not to Turn White ?

If so, write us and discontinue supplying even the best grades of Carriage Varnishes for this purpose, as they are utterly unsuited. . . .

BAYLIS MANUFACTURING CO.

The oldest manufacturers of Varnishes in Canada

16 to 30 Nazareth Street, **Montreal**



The Hamilton Blast Furnace Co., Ltd.

HAMILTON, Canada.

Manufacturers of

HIGH GRADE PIG IRON.

Church's Potato Bug Finish

Price F.O.B. Paris

Four Barrels in first order, $10.00; sorting-up orders at $2.50 per barrel. Less than four barrels in first order, $2.75 per barrel. Terms 30 days net. . . .

CALCINED PLASTER. You can save money by getting our prices and freight rates. . . . . .

PARISTONE WALL PLASTER and Land Plaster always on hand. Prompt attention to small orders as well as large.

The Alabastine Company

Limited

PARIS, ONT.

Boeckh's Bridled Brushes

—See them, to appreciate them! A Flat Painters' Brush bridled with a patent bridle that prevents the brush "bulging" in the centre—gives full flexible power—prevents the color from working through—no metal projections to mar the painter's work. Trouble enough for Painters if twine is used. Build up your Painters' trade.

Brushes, Brooms, Woodenware.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

A SIGN OF GROWTH.

About $800 worth of additional machinery has just been placed in the machine shop of Ballard Bros., 48 Adelaide street west, Toronto. This is made up of a planer, a lathe, and a Universal milling machine, all of which are of the latest pattern, and are capable of doing the most exact work. The milling machine, used principally for gear and spiral cutting, has been put in to secure the trade of outside towns. Often firms in towns have press machines, but no apparatus for making dyes; this machine is to supply the deficiency—for it is a deficiency, there being only a couple in the province. The firm also does all the governmental work required at meteorological stations, and for this reason, too, it is necessary to have the most modern machinery.

THE VICTORIA BRIDGE.

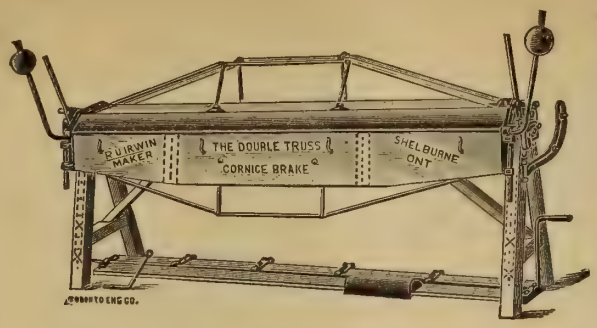
The active work of enlarging the Victoria Bridge at Montreal will be begun within the next month, and will be completed in eleven or twelve months. It is expected that more than one and a half millions of dollars will be spent on the work, and employment given to hundreds of men. The work of reconstruction will be done without interfering in any way with the operation of trains over the bridge.

The contract for the reconstruction of the bridge has been let jointly to the Dominion Bridge Co., of Montreal, which contracted for the full capacity of the work, and the Detroit Iron and Bridge Co., which takes the remainder of the work.

The bridge when completed will be an open truss steel structure, with double steel tracks and facilities for foot passengers, vehicles and electric railways.

PAPER BULLETS.

L'Aluminium of Paris says that rifle bullets of paper with envelopes of aluminum are the newest thing in the way of ammunition. This invention, which is due to a French military officer, tends to diminish the seriousness of wounds such as are inflicted by leaden or steel covered bullets in the splintering of bones. According to a communication made to the French Patent Bureau by Richard Luders, of Gorlitz, the precision of aim is in no way modified in the case of these paper and aluminum bullets; but, on the contrary, the passage of the projectiles is absolutely direct and permits a rapid cure of the wound. As the number of wounded would consequently be as large as formerly, and in the majority of these cases equally complete temporary incapacity would result, it will be seen that the discovery appeals to the sentiment of humanity, while not detracting from the actual use of the rifle in warfare.



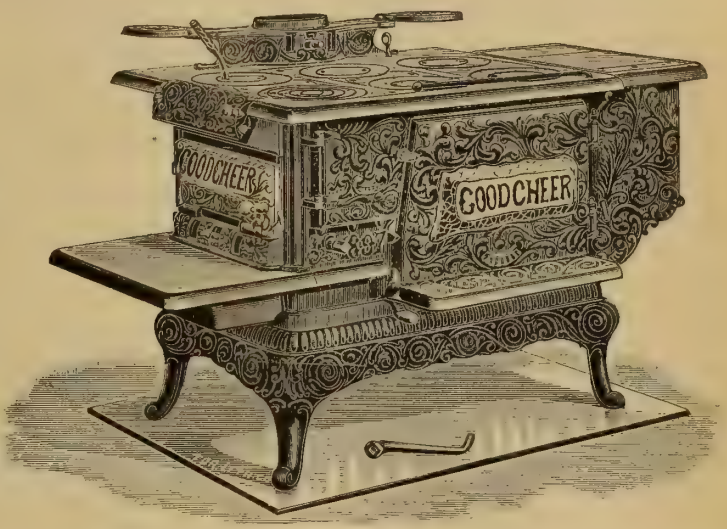
$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere. All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

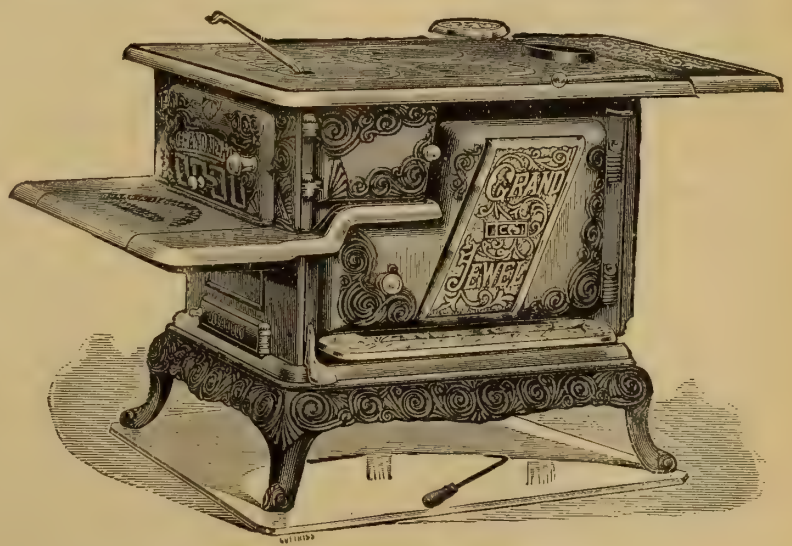
Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

GRAND JEWEL COOK STOVES... For WOOD and for COAL.

With Patent One-piece Cold-rolled

SHEET STEEL OVEN.



Burrow, Stewart & Milne

Agents for Manitoba and Western Territories
Merrick, Anderson & Co.,
WINNIPEG.

HAMILTON, ONT.
Manufacturers of all kinds of
"JEWEL"
Stoves, Ranges, and Hot Air Furnaces.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.
W. L. Haldimand & Son,
MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ELIE PERRON, general storekeeper, Isle aux Coudres, is offering to compromise at 35c. on the dollar.

Pierre A. Plante, tanner, Quebec, has assigned.

J. Towle & Co., roofers, Montreal, have assigned to Lamarche & Benoit.

The Boehmer Co., general store, Berlin, are offering to compromise at 50c. on the dollar.

Richardson & Loree, general storekeepers, Carman, Man., have assigned to J. Armington.

J. B. Laforest, general storekeeper, St. Perpetue, Que., has assigned to Lamarche & Benoit.

Cumminger Bros.., general merchants, Sherbrooke, Que., are asking for an extension of time.

Hamlin & Burk, general store, Elmsdale, Ont., are offering to compromise at 50c. on the dollar.

Sanderson Pearcy & Co., paints, oils, etc., Toronto, are offering to compromise at 60c. on the dollar.

F. B. Latour, general merchant, St. Polycarpe, Que., has assigned. A meeting of his creditors was held on the 17th inst.

S. H. Northcott, general storekeeper, Hespeler, Ont., is offering to compromise with unsecured creditors at 25c. on the dollar cash.

A meeting of the creditors of Paxton, Tate & Co., manufacturers of mill wheels, Port Perry, Ont., was called for the 16th inst. Liabilities $47,000 and assets $44,000.

PARTNERSHIPS FORMED AND DISSOLVED.

Brosseau & Bernard, builders, Montreal, have dissolved partnership.

A partnership has been registered in Montreal to do business as the Star Co.

Taylor, Dockrill & Co., cigar dealers, St. John, N.B., have dissolved. A. A. McCluskey retires.

McDonald Bros., tinsmiths, Mitchell, Ont., have dissolved partnership, and been succeeded by McDonald & Werner.

Thomas Glenn, manufacturer of cigars, Halifax, N.S., has admitted C. C. Brown as partner ; style now is Glenn & Brown.

Jas. Walker & Co., hardware merchants, Montreal, have dissolved partnership. Jas. Walker, Jr., continues with style unchanged.

J. L. Ballantyne has been admitted as partner to the firm Manley & Averil, general storekeepers, Grand Forks, B.C. The style now is Manley, Averil & Co.

Clement & Cusson, typewriters' agents, Montreal, have dissolved. L. Achille Cusson and Joseph Clement have formed a new partnership to trade with style unchanged.

MacCormack & Hewson, painters, Oxford, N. S., have dissolved. Arthur S. Hewson retires ; business will be continued by John C. MacCormack in his own name.

SALES MADE AND PENDING.

A. Ferland & Co. are opening out a general store in Nelson, B.C.

E. R. B. Hayward, general storekeeper, Whitby, Ont., is advertising his business for sale.

The stock of Strong & Co., general merchants, Lachute, Que., has been sold at 68c. on the dollar.

The assets of Abraham Flardeau, tobacco dealer, Montreal, will be sold by auction on the 24th inst.

The assets of Paxton, Tate & Co., manufacturers of mill wheels, Port Perry, Ont., are to be sold by auction on the 2nd prox.

CHANGES.

T. T. Fradette is starting a general store at St. Prime, Que.

Wm. Davidson, Halifax, has started a boiler manufactory.

J. E. Ross, tinsmith, Armstrong, B.C., has removed to Vernon.

A. J. Fox, Shogamoc, N. B., has opened out in a general business.

Shera & Co. are opening up a general store at Fort Saskatchewan.

The general stock of the estate of D. St. Amour, Comber, Ont., has been sold.

Robert Stafford, general merchant, Joliette, Que., is reported to be away.

F. C. Brown has opened out a general store in Lower Southampton, N.B.

J. C. Allen & Co., general storekeepers, Holstein, Ont., have heen succeeded by J. H. Brown.

Alphonsine Demarais is registered proprietress of the general business in Richmond, Que., carried on by Desmarais Bros.

Thos. Roy & Fils, hay and grain merchants, St. Johns, Que.,, are commencing business with Charles T. O. Hay as proprietor.

FIRES.

Saulter Bros., boat builders, Toronto, have sustained a loss by fire.

Joseph Allaire, general storekeeper, St. Louis, N.B., was burned out. Insurance was $1,200.

Fire destroyed the general stock of F. Benoit, and also that of H. Poirier & Fils, of Roxton Falls, Que. Both were partially insured.

The stock of M. C. Galarneau & Co., who deal in leather and findings, has been damaged by smoke. Loss was covered by insurance.

DEATHS.

Thomas M. Buley, painter, Toronto, has died.

C. C. Chaisson, general storekeeper, Rogersville, N.B., is deceased.

GUELPH ROLLING MILLS.

The directors of the Norway Iron and Steel Co. have had the affairs of their industry under close consideration for the last few days. It is an open secret that the business has not been running to the satisfaction of the gentlemen who control its destinies. As a result Mr. Patterson tendered his resignation as manager on Saturday last and several of the old hands left for their homes. Mr. Whitehead, a gentleman from Hamilton, who has had a large experience in like enterprises, is in the city a present. He has been looking into the affairs of the company and will present a full report to the directors to-morrow evening. Mr. Whitehead, from a cursory investigation of the business, is satisfied it can be made pay, and the many people interested, as well as the general public, will hope for the verification of his hopeful prophecy.—Herald, Guelph.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

. . ISLAND CITY . .
Paint and
Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES : 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS : 274 St. Patrick St., MONTREAL.

A TWIST OF THE WRIST
AND YOUR CHAIN'S ADJUSTED.
Wolff-American Cycles
High Art
have the only perfect
ECCENTRIC ADJUSTMENT.
DORKEN BROS. & CO.
MONTREAL.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

R. DILLON,

"HIGHEST GRADE" SCYTHES

OSHAWA, ONT.

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .

John Morrow Machine Screw Co.

Ingersoll - Ontario.

The Niagara Falls Metal Works Company, Limited

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

GETTING READY TO BUILD THE ROAD.

Freight cars in the C.P.R. yards are now being loaded with grading implements, tents, groceries and other supplies for the early construction work on the Crow's Nest Pass railway. It appears that the sub-contractors have been given a "tip," which has caused them to make all preliminary preparations to commencing the work at once. The Fairchild Company yesterday loaded four cars of wagons, scrapers, etc., and it was learned that their destination was the Crow's Nest Pass line. Several contractors in the city have been showing unwonted energy lately, and although they have nothing to say regarding the cause, it is well understood that it means that work on the line will be commenced as soon as those holding the contracts can get their supplies in the field. It is estimated that nearly $50,000 was spent recently in the city purchasing supplies.—Free Press, Winnipeg.

U.S. BICYCLE EXPORTS.

The export trade in bicycles from the United States is just now showing extraordinary development. This branch of their trade is only about three years old, but it appears to be well established. In April the total shipments of cycles and parts thereof from the United States were valued at $1,117,824, compared with only $330,900 for the same month last year. For the ten months of the fiscal year ending June 1 the total exports have been $5,283,000 against $1,001,000 for the corresponding period of last year. More than half the output during the ten months specified was to Great Britain and her colonies. Germany and France are also good customers. South American markets have hardly as yet been opened up.

A ONE-LEGGED CYCLIST.

Kilpatrick, the erstwhile one-legged trick cyclist, must now be known by some other name, for he has "growed" another leg, and has thrown away his crutches. He gets about quite lively now, and says that after he gets a little more used to having two legs he is going to enter the racing game and establish records, for with his "Iver Johnson" wheel and two good legs he feels that he has a combination that can't be beaten.

"Kil" has developed quite a sprint in "the short distances," as those who have seen him making his sensational ride down the steps can testify.

The Tillson Co., Tilsonburg, has just placed in position a large boiler five feet six inches in diameter, at the oat mill for the purpose of drying oats by steam.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

IF YOU WANT TO

ADVERTISE anything, ANYWHERE

in Canada, we can do it for you.

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BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

Joseph Lea, manager)

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

CORPORATE MARK

* ✠

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, June 18, 1897.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	..	2 35
¾ inch and thicker	....	2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.87; ½ inch, $2.10; ¾ inch, $2.45; 1 inch, $3.40; 1¼ inch, $4.50; 1½ inch, $5.87; 2 inch, $7.87.
Galvanized, ½ inch, 4c. ¾ inch, 4¾c. 1 inch, 6¾c. 1¼ inch, 10¼c. 1½ inch, 11½c.
Cast, soil, 2, 3, 4 and 5 inch, 60 and 5 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Case lots ¼c. cheaper.

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft...	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
'Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 40
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	....	0 08

Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Casks	0 13½
50-100 lb. kegs	0 14
25-lb. Irons	0 14½
1-lb. Boxes	0 15

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	....	0 65
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
And ex. No. 1 Carriage	....	1 60
Gold Size Japan, per gal.	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 .0
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal. net	0 41	....
Boiled, per gal. net	0 44	....

Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	....	0 42

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 08½
Smal lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb	
Best thick white felt wadding, in ½-lb bags	1 00	
Best thick brown or grey felt wads, in ½ lb. bags	0 70	
Best thick white card wads, in boxes of 500 each, 12 and smallei gauges	0 99	
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35	
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25	
Thin card wads, in boxes of 1,000 each 8 gauge		
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss ... / " Sewing, per gross..	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann s	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 70 p. c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 and 5 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 77½ p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
llar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to ch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 75
Belgium "	2 50
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

stearn s, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem, from $1.25 to $7 net.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	r. Per 50 ft.	Per 100 ft.	Double Diamond. Per 50 ft.	Per 100 ft
Under 26	1 35	2 60	....	....
26 to 40	1 50	2 90	2 20	4 20
41 to 50	....	3 30	....	4 50
51 to 60	....	3 60	....	5 00
61 to 70	....	3 90	....	5 50
71 to 80	....	4 30	....	6 25
81 to 85	....	4 80	....	7 00

The above prices are for Toronto and Hamilton. London is 5c. higher on Star and 10c. on Double Diamond per 100 feet.

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 0

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¼
Screw hook and hinge—		
6 to 10 in., per 100 lbs	3 40	3 50
12 in. up, per 100 lbs	2 40	2 50
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 35	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 0

KNIVES.
Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz. 6 50 8 40
Heath's, 52½ p.c.

LADLES.
Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.
Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.
Canadian, dis. 50 p.c.
Russell & Erwin, per doz. 1 75 7 50

Cabinet,

Eagle, dis. 27½ to p.c.

Padlock.

English and Am., per doz. 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.
Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MALLETS.
Tinsmiths', per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz. 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.
Canadian, per doz. 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.
Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.
American, per doz 0 42 2 35

MOLASSES GATES.
Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.
Cut Nails (Iron). Basis—50 to 60 dy. $1.74 Pittsburg, duty included, or $1.95 f.o.b. Toronto, Hamilton, London.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wire Nails, basis, $1.83 Pittsburg, or $2.04 delivered Toronto, Hamilton, London, and to places where freight from Pittsburg is in less than carload lots does not exceed 21c.; other places where rate is higher, excess is added. Terms, 4 months or 3 off and 30 days; delivered in lots of 10 kegs or more.
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.
German and American 1 85 50

NAIL SETS.
Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.
Poultry, 67½ per cent.

OIL.
Canada refined oil (Toronto) 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral 0 00 0 22

OILERS.
McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.
Galvanized, per doz. 2 25 3 30

PENCILS.
Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

PICKS.
Per doz 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY
Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L. $ 50 00
No. 38 Hand Machine, range 1½ to 4 100 00
No. 56 Hand Machine, range 2½ to 6 175 00

PLANES.
Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.
English, per doz. 2 00 5

PLIERS AND NIPPERS.
Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBS AND LEVELS.
R. & L. Co., dis. 70 and 5 p.c.

POPPERS.
Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.
Per doz 4 00 5 50

PULLEYS.
Hothouse, per doz. 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning 0 35 2 50

PUMPS.
Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, 70 to 70 and 5 p.c

PUNCHES.
Saddlers', per doz. 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set 0 00 0 72
" hollow, per inch 0 00 1 00

PUTTY.
Bladder, per lb 1 75 01⅞
Tins, lbs 2 50 2 75

RAIL.
Barn door, per foot 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.
Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.
Geo. Butler & Co.'s, per doz. 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's, " 3 60 10 00
Arbenz's. " 9 00 18 00
Theile & Quack's " 7 00 12 00

RAZOR STROPS.
Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.
4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), up to 2½ lbs. inclusive, 65 and 5 p.c.
Black M. Rivets (Steel), 3 lbs. and heavier, 65 p.c
Black M. Rivets (Norway Iron) 60 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.
Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	5⅜	00	7⅛
⅜ in.	5⅝	00	7¾
¼ and 5-16 in.	6⅜	00	8⅛
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.
Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.
Mrs. Potts, per set 0 60 1 00
" N.P., per set 90

SAD HEATERS.
Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.
B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire 0 55 0 90

SASH CORD.
Per lb. 0 22 50

SASH LOCKS.
Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.
Sectional, per 100 lbs 1 40 1 50
Solid, " 1 25 ....

SAWS.
Crosscut, McMillan & Haynes, per dozen 0 40 0 70
"Empire," McMillan & Haynes, per ft. 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each 0 75 2 75
frame only 0 00 0 75

SAW SETS.
"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting 6 87 7 00

SCALES.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent

SCRAPERS.
Box, per doz. 2 10 4 50
[F]oot, " 0 40 3 50

SCREENS.
Window, patent, per doz. 2 20 4 50
Door, per doz. 7 10

SCREW DRIVERS.
Sargent's per doz. 0 65 4 00

SCREWS.
Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.
Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.
Canadian, dis. 40 to 45 p.c.

SHEARS
B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.
Sliding door, per set 0 77 1 40

SHOVELS AND SPADES.
Canadian, dis. 45 p.c.

SIEVES.
Wood rim, black, per doz. 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz. 2 30 2 45
" black 1 8 2 25

SNAPS.
Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.
Per lb 0 00 0 24

WROUGHT SPIKES.
Discount, 30 to 35 per cent.

SPOKE SHAVES.
Wood, English 1 8 5 00
Iron, American 1 35 2 35

SPOONS AND FORKS.
Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.
Iron, per doz. 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.
Fence, galvanized 00 2½ 00 2¾
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.
American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each	....	....	6 00
Scientific Furniture Polish	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints	....	....	2 00
Scientific Carriage Top Dressing, pints	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.
Washita, per lb. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb. 0 09 0 09
Labrador " 0 00 0 13
" Axe, " 0 00 0 15
Turkey " 0 00 0 50
Arkansas " 0 00 1 50
Water-of-Ayr " 0 00 0 10
Scythe, per gross 3 50 5 00
Grind. per ton 15 00 18 00

TACKS, BRADS, ETC.
Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs) 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers' 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd 75
Zinc tacks 35
Copper tacks 62½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers 10
" " in bulk 15
" " solid heads, in bulk 60
Saddle nails in papers 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAP LINES.
English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.
Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.
Asbestos, filled, per doz., 35 to 40 p. c.

TIES.
Cow, per doz 1 25 2 00

TINNERS' TOOLS.
P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.
Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)
Toe calks, per M. net $3 85
Heel calks, " " " 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.
Payson's, per doz 2 60

TRAPS. (Steel.)
Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz. 1 40 6 00

TROWELS.
Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.
Butter, per doz 6 25 9 00

TWINES.
Bag, Russian, per lb. 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.
Hand, per doz. 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb. 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.
Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.
Amer., per doz., 8, 10 and 12 inch 3 38

WIRE.
Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 30 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 30 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

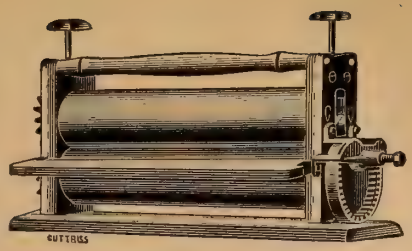
WIRE FENCING.

		Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart	....	2 50
Galvanized, 4 barb, 4 and 6 inches apart	....	2 50
Galvanized, plain twist, all.. delv'd.	....	2 50
Plain twist	....	2 50

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.
Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

WRENCHES.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz



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Manufacturers of

CHARCOAL PIG IRON

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BRAND **"C.I.F."** THREE RIVERS

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Lac a lac Tortue. Grand Piles.

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Managing Director and Treasurer

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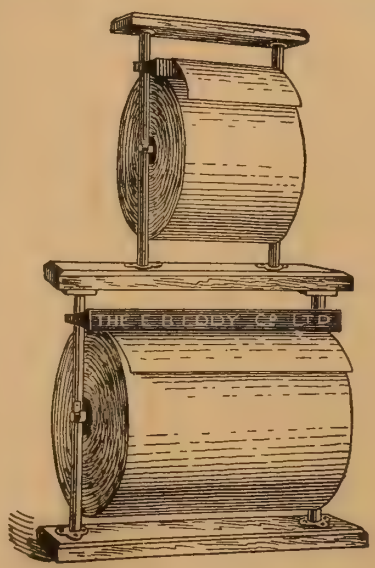

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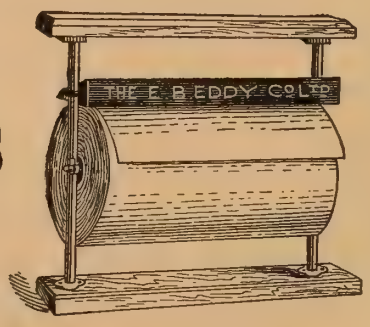
GOOD SENSE demands that they be the



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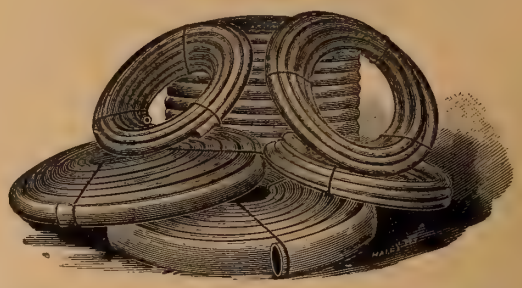

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"Maltese Cross," "Extra Quality," (Black or White).
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Do you want some? Send in your name if you are on our list. We always help our customers because they help us.

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Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IX | MONTREAL AND TORONTO, JUNE 26, 1897 | No. 26

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The whole British Empire—almost the whole world, in fact—rings with the praises of our Gracious Queen, and Canada is at the front in her loyalty.

Queen's Head Galvanized Iron is not quite ready to celebrate its Jubilee yet, but for forty years it has reigned supreme in many markets, and nowhere are iron workers more loyal to it than in Canada.

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CORK FENDERS
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NO SMELL
But Lots of Heat

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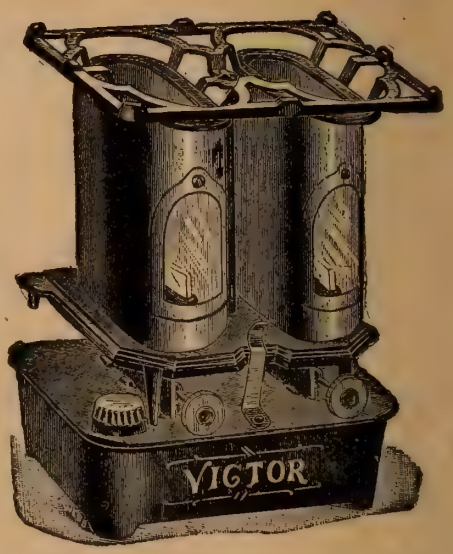

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Toronto

HARDWARE AND METAL

Vol. IX. MONTREAL AND TORONTO, JUNE 26, 1897 No. 26

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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THE EXPORT DUTIES.

THE promised resolutions empowering the Dominion Government to impose export duties on ores, logs, and pulpwood were brought down in the House of Commons on Friday. In committee these resolutions were carried unanimously. That part of the resolution relating to ores reads as follows:

(a) On nickel contained in matte or in the ore, or in any crude or partially manufactured state, and upon copper contained in any matte or ore, which also contains nickel, when exported from Canada, upon such nickel an export duty not exceeding 10c. per pound, and upon such copper an export duty not exceeding 2c. per pound. (b) On ores which contain copper or any metal other than nickel or lead, when exported from Canada, an export duty not exceeding 15 per cent. on the value of the said ores. (c) On lead ores, and on lead and silver ores, when exported from Canada to a country which imposes an import duty on lead in bar or in the form of pig lead in excess of the import duty on lead contained in lead ores or in lead and silver ores, an export duty on the lead containing the ores so exported from Canada to an amount per pound equivalent to such excess.

The export duties will not be imposed till so ordered by the Governor-in-Council. When this order will be made is a question. In regard to at least some of the articles enumerated it will probably be some time. The Minister of Railways and Canals stated on the floor of the House the day the resolutions were introduced that "there were undoubtedly many matters the Government would have to investigate before they exercised power."

While the proposition to levy an export duty on the articles in question is actuated by a desire to retaliate upon the United States for its McKinley tariff, yet it is not altogether so. For several years there has been an agitation of more or less import for the imposition of export duties on logs, pulpwood and ores with a view to inducing their being turned into finished or partly finished products within our own borders.

The exports of the ores enumerated to the United States last year were. Copper, 3,575,482 lbs., valued at $194,771; lead, 20,301,428 lbs., valued at $408,625; nickel ore, matte or speiss, 6,996,540 lbs., valued at $486,651; silver ore, 2,508,233 lbs., valued at $1,595,548. Our exports of iron ore to the United States are practically nil, but of chromic iron ore we last year sent 2,865 tons, valued at $38,187 and of manganese 87 tons, valued at $1,985. All the copper, lead, nickel and silver ores exported by Canada go to the United States. Nearly all the copper, and all the lead and silver ores are the product of British Columbia. Ontario, of course, monopolizes the nickel output.

According to the tariff now before the Senate of the United States it is proposed to levy a duty of 1½c. per lb. on lead bearing ores, 6c. per lb. on nickel, and 40c. per ton on iron ore. Ores of silver, copper, and nickel and nickel matte are to be free.

The tariff, as far as nickel is concerned, is the same as under the Wilson tariff. The same applies to copper ore. Lead ore under the old tariff was ¾c. per lb., but it is now proposed to make it 1½c. per lb., or only ½c. per lb. below the duty on lead bars. In the House on Friday the Minister of Railways and Canals stated that this half cent would represent the amount to be imposed in the way of export duties on lead ores to overcome the extra duty the United States is putting on to protect its smelters.

Canada's parliamentarians may not be ideal tariff-makers, but they can get through, go in for a swim, and be out and dressed again before their confreres in Congress have scarcely begun their task.

LOVE YOUR BUSINESS.

A man can no more be successful in a business he does not like than can a man be happy with a wife he does not love.

Enthusiasm is the power which impels men onward in any and every avocation. Without it men are lethargic. They will drift. But to pull against the tide they are as unable as they are unwilling.

Drifting, however, does not win the race, either in business or aquatic events. There must be the long pull, the strong pull, and the pull with vigor.

Men in business to-day have no easy task. There is a great deal to discourage and very little to encourage. There are foes within and foes without to contend against.

Under such conditions it is no wonder so many either fail altogether or eke out a mere existence.

The antidote for despair is enthusiasm, and the germ of enthusiasm is love for or pleasure in that business or avocation in which you are embarked.

Therefore, if you would succeed, get in love with your business.

WHERE BUSINESS MEN ARE SCARCE.

AMONG the statements made at the recent meetings of the banks none should be given greater heed to than those of Senator George A. Drummond, vice-president of the Bank of Montreal, in reference to business men as legislators. The remarks to which we have reference were these :

Every reflective man must, I think, have arrived at the conclusion that we and our neighbors to the south have too much law making constantly going on, and the conviction is forced upon me that men of business are far too much disposed to abandon the political duties of every citizen to those less occupied with affairs than themselves, with the result which might be expected, that they only awake to a feverish period of remonstrance when they find their interests imperilled by legislation which might have been prevented at an earlier stage. Statesmen of all parties deplore the absence of men of weight and experience in finance, commerce and trade from the ranks of those available as originators of the commercial legislation of the country. It is a matter of common experience that a sense of relief is felt in the great centres of the country during the brief intervals when no active law-making is going on.

Mr. Drummond is a practical business man. He speaks not from hearsay, nor from reading the newspapers. He speaks from knowledge which he has acquired through association with the men who make and unmake the laws which govern the country.

Put a dunce among dunces and he will not recognize the ignorance of his associates. But put among them a man of scholarly attainments and he will soon discover what manner of men they are.

It is the same with regard to the business element in Parliament and in the Provincial Legislatures : It is only the practical business man who can analyze this element and perceive its weakness.

The present Parliament no doubt contains a larger business element than its predecessor. The crusade which HARDWARE AND METAL carried on during the last general election, and for two or three years prior thereto, materially helped to wake up to a sense of their duty the business men of the country. And the increased number of business men there are in the House of Commons, yes, and even in the Senate, is the result of that awakening.

But the awakening was only partial. It was only one eye that the business interests of the country had open. If it were not so, there would have been to-day more business men in the House of Commons and fewer professional politicians and lawyers therein.

Nearly all the important laws on our statute books are commercial in their character, either directly or indirectly, but the fathering of them and the nursing of them have developed largely upon either lawyers or professional men who thought they knew what they were doing. And the greatest bungler is he who thinks he knows how to do a thing ; for the man who knows he is incapable of performing a certain thing refrains from essaying to do it.

What do lawyers and doctors, for instance, know about framing a Customs tariff? Yet they are nearly always the men who do the framing. Like a novice at chess, they make move after move, utterly in the dark as to the merits of their action, only to be time and again checkmated.

In many respects the present tariff is a great improvement over its predecessor. But the hand of the amateur, which is the hand of the professional politician, the lawyer, the doctor, et al, is by no means hidden. Those who had the framing of it no doubt did the best they could. But that is poor solace to the business interests of the country which have suffered thereby.

The mistake was made when the Government refused to delegate the drafting of the tariff to practical business men. Had this been done, not only would the tariff have been disposed of ere this, but less overhauling would have been necessary in order to put it into more perfect shape.

To analyse an intricate point in law people call in a lawyer ; to diagnose a disease they secure the services of a doctor. Why, then, should we not employ practical business men to manage the business of the country ?

There is no sound reason why we should not. But we do not, chiefly because the most of us are more concerned about the success of our respective party than we are the welfare of the country, or rather the exigencies of party blind us to the interests of the country.

Were the banking institutions of the country to exercise as little discretion in making appointments to their directorate board as the electors of the country do in selecting men for the still more important duty of governing the country, it is a sorry plight they would soon be in. And just as long as these conditions obtain will there be reason for such remarks as those made by Senator Drummond, quoted above.

There may be too many men in business, but there are not enough business men in Parliament. The remedy for this state of affairs is largely with business men themselves.

The Diamond Jubilee seems to have been a sort of loom which has woven the British Empire into a pretty strong harmonious whole.

MOVEMENT TO ATTRACT BUYERS

THE manufacturers of New York City recognize that the excursion rates granted at the time of the Grant Memorial celebration brought to their places of business a large number of buyers. This fact caused a number of these merchants to form an association whose object is to attract custom from the interior.

They claim than since New York has the largest value of imports of the ports of the United States it has the greatest assortment of goods, and that retailers will willingly go to the city once or twice a year, provided they can obtain excursion rates. The faith of the promoters of the scheme has been strengthened by the reports of their travelers who have made diligent enquiries as to the feeling of the merchants of the interior, and who report that the merchants are in sympathy with the scheme.

Already the Joint Traffic Association has been induced to grant a special excursion rate of a fare and a third for a period of 30 days in the fall. The railway companies not only wish to assist the merchants, but they are of the opinion that whatever is lost in fares will more than be made up by extra freight.

The company is to be known as the Merchants' Association of New York, and in its articles of incorporation we read that its object is also to reform abuses affecting the business and financial interests in New York and elsewhere, to secure freedom from unjust exactions, to diffuse accurate and reliable information with regard to the same, and to procure a combined friendly co-operation among its members.

It is estimated that $50,000 will be needed immediately to distribute information. An advisory board has been provided for, which will be constituted of one or more members in each trade represented in the association, who are to proceed at once to raise funds.

A PROFIT-SHARING SCHEME.

MANY employers who desire to create a good feeling and to benefit their servants are experimenting on practical profit-sharing schemes. Although they cost the managers many hundreds of dollars a year, they hope that the money will now be made up by the increased intelligence and determination of the men to turn work out in the best possible manner, to do all they ought to prevent waste, and see that as much and not as little as possible is done for wages received.

A scheme introduced into practice by Richmond & Co., London, England, is interesting to those who study the subject. Briefly, it is as follows: If the dividend is less than 6 per cent. on ordinary shares, no bonus; if the dividend is 6 per cent. bonus to be 3 per cent.; and for every further 1 per cent. declared to shareholders, half per cent. to be distributed to employes. Suppose a man earned 44s. to 45s. per week, he would receive under this scheme £3 in cash, paid into the local savings bank, but at his absolute disposal, and £3 in three £1 fully paid 6 per cent. preference shares at par, and at present worth 25s.

These cannot be sold without the consent of the directors unless the owner is leaving the service.

A committee of management is to be formed to consist of the manager and five members elected by the board, and also six member selected by the employes. This committee is not only to discuss the payment of profits, but is also to deal with the increase of profits, and make suggestions for the general good.

FIRMER METAL MARKETS.

The past week has witnessed the development of a much better feeling in regard to metals, and particularly in tin, lead and copper.

The firmer feeling appears to have had its origin in the London market, where there has been a steady advance for several days.

From Friday to Wednesday tin, in both spot and futures, advanced in London about 15s. per ton. For the week ending Wednesday copper showed a similar gain. There has also been a substantial advance in lead.

In sympathy with the London market values have also advanced in New York.

According to the latest advices the outside markets are strong at the recent advances. So far in Toronto the only change to be noted is an advance of ¼c. per lb. in the price of ingot tin.

SCREEN DOORS AND WINDOWS SCARCE.

THERE has been an unusual scarcity of screen doors and windows during the past week or two in Toronto. The cause may be termed two-fold.

In the first place the trade was late in opening up, owing, in part at least, to the backward character of the season. Then since the season opened up the demand has been more than usually active.

One thing which is no doubt responsible for the activity in the demand is the lowness of prices, both doors and windows, in some instances at least, being a couple of dollars per dozen below the figures ruling a year ago.

Another interesting feature in connection with the matter is the fact that the Canadian manufacturers are securing a much greater proportion of the trade than they have hitherto. To do this, however, they have been compelled to make a cheaper article than was their wont.

Although the difficulty of supplying the demand for screen doors and windows is not as great as it was a few days ago there is still more or less delay being experienced in filling orders.

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THE COST OF DOING BUSINESS.

A MAN asked the representive of this paper the other day if a wholesale house could do business on a basis of 5 per cent. profit on the invoice price of goods. The answer was that such a proposition was absurd. A recent address at a business men's convention in the Southern States dealt with this question of the cost of doing business, and the sentiments are worth considering at this time both by retailers and wholesalers :

Business methods of to-day are quite different from those of our fathers of 50 years ago. Then they had no railroads, no telegraph lines, and a merchant had to make a long, tedious journey to market to supply himself with 6 or 12 months' supply of merchandise ; mails were slow and newspapers were not read as much as they are to-day; people were not as well informed on subjects in general. Then profits in selling goods were very large, and it was not necessary that one should be particular about his expense account or his profits, which were always large enough and easily obtained. But the introduction of railroads and telegraph lines have wrought a wonderful change in the increased methods of transportation and the marvelous improvement in the interchange of communications between the most distant portions of the world.

FAMILIARITY WITH BUSINESS DETAILS.

Commerce has been revolutionized. The merchant and manufacturer of to-day have the opportunity of extending their trade to an extent only limited by their power to produce and their ability to determine the needs of customers. Commerce is always conservative and has its basis in knowledge, and hence it is highly important that we should acquaint ourselves with all of the details of our business and not be groping along in the dark without any knowledge of where we will land, awaiting the inventory and balance sheet at the end of the year to ascertain whether we have made or lost.

CHANGED CONDITIONS.

Bradstreet's reports that out of a list of firms doing business in the United States and Canada of 1,162,048 there are 300,000 names of individuals, firms and corporations annually dropped. One hundred thousand of these are not classed in the regular failures, since they pay in full by exhausting their means and quit business on account of failing to succeed. You will notice there is about one-third of the total number who drop out annually and are yet not classed as failures in the ordinary commercial reports. About the same number of new persons join the ranks, which, of course, makes a rapidly changing body. If this condition of things is kept up for a little while you can readily realize that the business public of to-day are a different population from that of comparatively a few years ago, and that with the new methods and the new conditions prevailing it is highly important for us to equip ourselves for our work.

REMEDIES FOR EXISTING EVILS.

It is generally admitted that the last few years of business have been periods of depression, and the immediate future does not promise much change for the better. Competition seems to be growing fiercer and harder. The percentage of profits in proportion to the gross sales must now be larger than it was formerly in order to take care of the expense account, but unfortunately the percentage of profits to the gross sales seems to be growing less. This must be remedied. The question now is how to do it. One way is to cut down our expenses, which most every one will find difficult to do ; another is to increase the percentage of profits on our gross sales, which we may do by concert of action ; but it will require concert of action, which, from the very nature of the case, is very difficult to obtain, but it must be obtained in some way, and if we cannot devise methods possibly our successors will, and it must be a humiliating confession to think we have not the ability to accomplish this end. My idea is that one of the most successful methods of bringing this about is for all to look closely into the question of

WHAT CONSTITUTES THE TRUE COST OF DOING BUSINESS.

The idea only a few years ago was (and I am persuaded there are still some who think so) that the invoice price and freight added to deliver the merchandise into the store constitutes the proper cost upon which to base the selling price, and if he has sold for a profit beyond this he is making money. This might be true if he had no house rent to pay, no interest on capital, no interest on borrowed money, no insurance, no taxes, no office expenses, no stationery bills, no postage, no telephone, no drayage, no boxing, no clerk hire to do the work in the store, no traveling salesmen, hotel bills, railroad fare, etc., for same, no salaries for the principals themselves, and, in fact, every other item of expense that enters into a business which is not considered in the invoice price with freight added, but all of these expenses will come in whether we want them to or do not want them to, and must be figured into the annual balance, even though they were not counted in the cost of distributing the goods.

It would be far better to recognize them as part of the cost when we go out to make prices, and if every one did this I think we would have less cutting of prices than at present, for it is reasonable to suppose that no one would go on the road to offer goods for less than it cost him to put them in the store and sell them and make collections for the same. Recollect that the cost is not all considered until you have the cash for sale back in hand ; even the discount which your customers take and return shipments which occur through mistakes in shipping goods, even by the most careful houses, and numerous other expenses which it would be hard to enumerate, but which are sure to appear ; also the frequent charities which a merchant is compelled to make, and donations to customers ; all these must be considered as part of the expenses.

EXPENSE ACCOUNT.

There does not appear to be any uniform method of keeping expense account. Almost all will admit that the salaries of employes, fuel, lights, repairs, postage, telegrams, traveling expenses, stationery, telephone, advertising, miscellaneous expenses, association dues, are all proper items of the expense account, and make up the cost of selling goods, while there are some who do not consider the salaries of principals, interest on capital invested, charity, insurance, taxes, gifts to customers, rent, collections on exchange, discounts deducted by customers, bad accounts, drayage on team account—some passing some of these accounts through merchandise account, others through profit and loss account, while others ignore them altogether. It appears to me it might be more forcible to us to pass these all primarily into the expense account as we go along and then we would have before us monthly what the expense of doing business was, while in the other way, passing them through the merchandise account or profit and loss account, which amounts to the same thing in the end, we do not discover it so readily and forcibly until the year is gone and the mistakes have been made. Besides, I fear that in estimating the profits that we are making we lose sight of all stock which is lying idle on the shelves, some of which is only turned occasionally, and such as is termed hard stock or job lot stock, which perhaps, is not turned in years, but the part we are selling must always pay the expense of that which lies on the shelf.

If one merchant who owns his own building and does his own traveling does not consider the rent, nor taxes, nor insurance, nor salary for himself—and I am told there are examples of this kind—you can readily see when he goes out to make prices for his goods that he would figure the cost of doing business at a much less price than a man who considers all of the items which have been enumerated and which most surely enter into the true cost. If this man was affecting no one but himself, and he chose to pursue these methods, then we would have no right to complain, but when he

goes out to offer his goods in competition with others upon a false idea of the cost of doing business, and in consequence making such prices as will eventually result in failure, we think he should have due regard for the rights of others, and while he goes down to failure be considerate of taking others with him. We do not suppose that anyone goes out with this view in his mind, and perhaps has no thought about it in this way, and feels that he is making a legitimate profit and does not discover the error until it is too late.

CAUSES OF FAILURE.

The large list of changes in the names of business firms, as enumerated at the outset by Bradstreet, indicates that there are very many failures. It behooves us to look into the cause of these failures and avoid them if we may. It is very much better for every one concerned that every merchant should conduct his business economically and earn a fair profit; for no failure is beneficial to a community in which it happens. It often results in the lowering of prices and destruction of profits to those who are seeking to do a legitimate business and who are striving to retain their commercial integrity and good name by paying dollar for dollar for what they buy. As I said before, I do not believe that any man is going deliberately to this end, but it is evident that many do go there unawares.

THE FAILURE OF COMBINATIONS.

Other methods have been tried to correct this evil of cutting prices—viz., by having a common agreement as to what price we should make on certain goods in a specified territory. This, so far as I know, has always resulted in comparative failure, and I believe will continue to do so, for where it is necessary to make an agreement with more than two or three parties as to the maintenance of prices, such an agreement is pretty sure to be a failure. These associations eventually break up with bitter jealousies among the members who once endeavored to work together, resulting in very much lower prices than before the agreement was inaugurated, bringing about demoralization generally.

Now, if this thing be true with manufacturers, who are much fewer than jobbers, then how much more difficult, considering the large number, would it be for jobbers to formulate and maintain a working agreement. Some other method must be found to remedy these evils than that of formulating prices at which we must all sell. The only kind of combination that will ever succeed will be a combination that can reduce expenses and cheapen the prices below the reach of all competition upon the same ideas as the Standard Oil Company have always worked. But this has always been foreign to the idea of all combinations; they immediately get avaricious and put up prices unreasonably high, encouraging rascality and the building of more factories, of which we already have too many. However, I am persuaded that if we could be led to see the true cost of doing business, and that products of most kinds are declining in value, as they have been doing for a period of years, so that it requires our selling more of them to reach the same amount in dollars and cents, it would necessarily require a better percentage of gain on our gross sales than in former years because our expenses have not lessened. Railroad fares, hotel bills and salaries of traveling men have not declined in the same proportion as the wares we are selling.

INDISCREET SALESMEN.

It has been said that traveling salesmen are very largely responsible for the prices; I am not able to say whether this is a fact or not, but would it not be well for us to keep the salesmen constantly posted about the expense of transacting business, and they, being sensible men, as they must be, can readily see that the business cannot continue to run and pay good salaries unless something beyond expense is obtained, and that the inevitable result will be lower salaries for traveling men, which may be done unwillingly by the house they represent, but which nevertheless becomes a necessity. We know it is very difficult for even a good salesman to obtain what is a fair market price for an article when another salesman less considerate, just ahead of him or just behind him, is making some special leader prices which are not authorized by the house, but which he does unwisely, hoping thereby to secure a nice order or to make a customer believe that he can afford to sell goods cheaper than anyone else.

REMUNERATION AND PROFITS.

I have heard it said that the method of working salesmen on the profit-sharing basis has a tendency to results of this kind; I suppose this is where they are employed on a percentage of the gross profits and where said salesman does not have to consider all of the fixed charges, such as taxes, light, insurance, office expenses, etc., and feels that if he has made a dollar on a sale he has made just his part of that profit, and, without due consideration as to the profits the house will make, will accept the order anyway. I cannot feel, though, that there are very many salesmen of this sort on the road, or, at least, they will not continue to be on the road, for an intelligent man will and should have due consideration of the interest of the firm for which he works.

SPECIAL BUYING FACILITIES.

I sometimes think that some merchant attempts to make cheap prices, feeling that

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he has superior ability to buy his goods better and cheaper than his competitors, and has a real advantage over them, and for this reason goes into the market and makes very low prices, feeling that he can afford to do so. It is possibly true that all of us get some specials which do not go to the ordinary buyer who does not keep strictly up with the market, but this is an exception and not the rule, and it is usually not articles on which he would depend for affecting the general profits of the business to any great extent. My general observation has been that the jobber who is able to pay promptly for what he buys and has an established credit and ability to dispose of goods in quantities, usually buys his goods at the very best market prices ; for there are salesmen representing factories visiting him frequently, who are all anxious to obtain his order, and will name him the very best price they can or are allowed to ; besides, we have usually noticed that these special deals, instead of being a blessing to him, are usually a hindrance. He seeks with this leverage to force sales, which may be necessary on account of the surplus taken, and gives away more in his selling price than he saved in buying, and thus demoralizes the market prices, setting a precedent for himself as well as for his competitor which is sure to cause him trouble in future. It will, therefore, be a much safer basis for us to proceed upon that our customer is buying his goods just about as cheaply as we are, and for us to demand a fair return for ours.

"Er—you see, governor," said the young man, as tenderly as he could, "you see, father, you are just a bit of an old fogy."

"I suppose I am," admitted the old gentleman. "It is a sort of family failing. My father was the same way when I was your age."—Indianapolis Journal.

BRITISH VIEW OF U.S. TIN PLATES.

THERE seems little prospect of a revival of the tin-plate industry so far as the demand for the United States is concerned. The production of black and tin plate, says the British Consul at Philadelphia, has been rapidly pushed to the front, and has now become one of the leading industries in Pennsylvania. All the tin-plate works in the state—some 64 in number—are, with the exception of two plants, new works, constructed on the most approved plan since the passing of the McKinley Act. Considerable difficulties were encountered at the commencement of the industry, but it is now believed that, with proper fostering, the time is not far distant when the United States will produce all the tin plate required for consumption ; in fact, Pennsylvania alone, should the market conditions warrant it, was prepared to produce for the year ended June 30 last, from the steel billet to the finished product, 250,000,000 pounds of tin plate, or fully one-third of the entire consumption in the United States. It is interesting to note that the wages paid to employes of every description engaged in these works are stated to be fully 100 per cent. higher than those paid to the hands in England, so that American consumers must consequently be heavily taxed to support what is a comparatively new industry in the country.—London Financial News.

WHEEL SLANG.

The wheel is a more prolific source of slang than most modern inventions. The Cycling Gazette of Cleveland has been collecting specimens of the liberties taken by cyclists with the English language, and prints the following : In many western towns a lady rider is called a "bloomer" whether she wears them or not. The word "scorcher," as indicating a speedy cyclist, is tangled with our language beyond extrication. In Chicago, however, the speedy rider is called a "scoot." Where slangy people used to say "You made a miscue," or "You slipped your trolley," they now say "Your tire is punctured," meaning that you have come to grief. Wild talk is called "coasting." An old story is not a "chestnut," but a "century." A young couple evidently attached to one another are said to be "riding tandem." A man leading a fast life is "geared too high." An elderly cyclist is called "a high wheel," an allusion to the primitive bicycle. A chaperon is known as a "pacemaker." There are many other slang phrases, but the above are the best of the list printed by the paper mentioned.

THE IRONSMITH'S ODE.

The following ode, on the authority of Hardware, of New York, was written by an Englishman, Colonel Richard Realf, who went to Pittsburg many years ago. The poem was entitled "The Hymn of Pittsburg" :

My father was a mighty Vulcan,
I am smith of the land and sea ;
The cunning spirit of Tubal Cain
Came with my marrow to me.
I think great thoughts, strong winged with steel,
I coin vast iron acts ;
And weld the impalpable dreams of seers
Into utile lyric facts.

I am monarch of all the forges,
I have solved the riddle of fire ;
The Amen of Nature to the need of Man
Echoes at my desire.
I search with the subtle soul of flame
The heart of the rocky earth,
And hot from my anvils the prophecies
Of the miracle years blaze forth.

I am swart with the soot of my chimneys,
I drip with the sweat of toil,
I quiet and sceptre the savage wastes,
And charm the curse from the soil.
I fling the bridges across the gulfs
That hold us from the To Be,
And build the roads for the bannered march
Of crowned humanity.

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(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore also for Morris Tubes.
(SV) For Revolvers.

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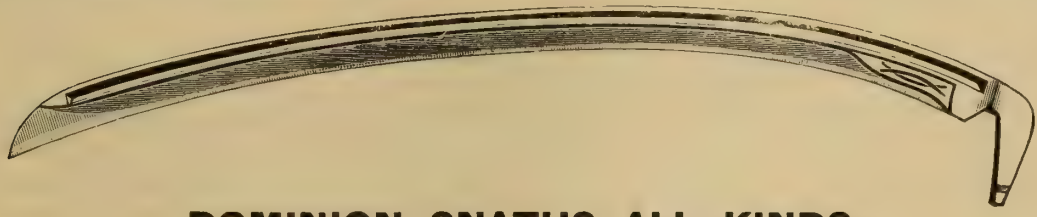
LEWIS BROS. & CO.
30 St. Sulpice St., MONTREAL.
The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

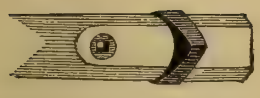
WHOLESALE HARDWARE

37 Front Street West, TORONTO.

RIXFORD'S GRASS, CRADLE, LAWN AND BUSH SCYTHE



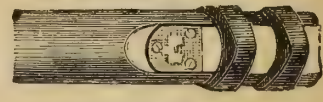
DOMINION SNATHS ALL KINDS.



Three Ring and Wedge.

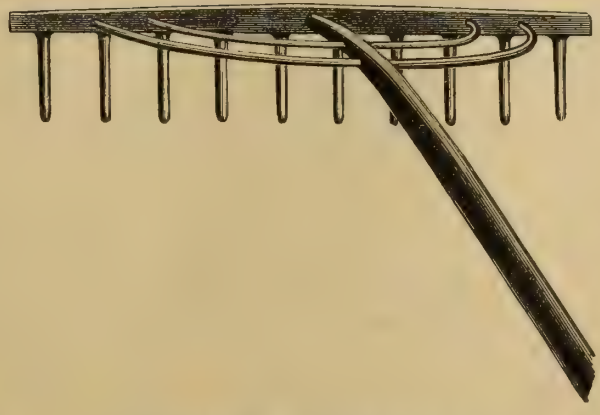
Loop and Solid Plate.

Pat. Swing Socket.



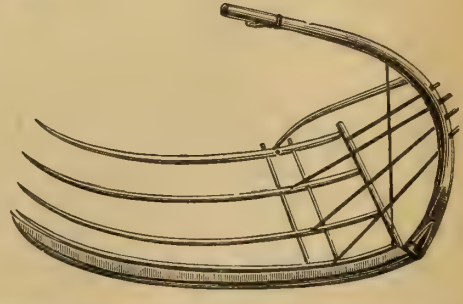
Double Ring Bush.

HAY RAKES
GRASS HOOKS
CORN HOOKS



GRAIN CRADLES

HALF MULAY
IMPROVED MULAY
FULL MULAY
FRENCH MULAY
MORGAN
TURKEY WING



HURON CHIEF
WESTERN RED END
PEERLESS
RED CROSS
ROUND ENGLISH

INDIAN POND
GREEN MOUNTAIN
EMERY SCYTHE STONE
EMERY MOWERS FRIENDS

...GRAHAM Cut and Wire Nails are the Best...

RETAIL HARDWARE ADVERTISING.

MR. GEORGE B. CHURCHILL, of the G. B. Churchill Co., Galesburg, Ill., is one of the pushing and enterprising hardware dealers in the United States, and in an interview published in Printers' Ink gives some of his experience in regard to advertising.

"I started to advertise extensively about a year ago. We had been going along in the old hardware rut and had been doing a good business. But we had some distinctive features about our store, and I determined to make use of them and push them in the newspapers. We had an owl for a trademark, and for fifteen years we have had our store painted a chrome yellow. That's what I had to work on."

"What idea did you have in mind, Mr. Churchill, when you started out on this new advertising campaign?"

"I set out to make the G. B. Churchill Co. store the best known place in Galesburg. I determined to have everything so far as possible just as different as I could from everything else that was advertised in the daily papers. To this end I began to talk about our owl and our yellow front and the curved glass in our window. I had a big owl made and put it up over the door with electric lights in its eyes. I had a lot of little owls made for borders for all our advertising. I used these every time. Then I had a lot of owls made doing all sorts of things—cooking, skating, sawing, raking, riding bicycles, and everything of that sort. I used these for borders, too, and larger ones to illustrate the ads. themselves. Then I adopted the catch phrase, 'We never sleep,' and used that right along."

"And the reading matter?"

"That was in the form of jingles. Here's one of them:

> An owl who was taking his ease
> In a hammock that swung in the breeze,
> Said: "It is no lie,
> That whatever I buy
> Of Churchill is dead sure to please."

"The illustration that went with it was, of course, an owl swinging in a hammock."

"Where do you get the jingles?"

"Well, the first of them I bought, and some I wrote myself. Now I get them from most everywhere. People bring them in and give them to me."

Another thing that I noticed about them was a variety of catch phrases: "Hump in the glass, hump in the store." "Curved yellow front, with owl over the door," "We make the owl hump at the yellow front." "The front turns in and so do the people," "Always awake, always hustling," and a lot of others I can't remember."

"You don't object to the use of slang phrases in your ads. I see?"

"No, I think people remember something like that better than a staid quotation. I use slang or anything else that will catch the eye and keep the owl in the mind of the public."

"You believe it is the best way, then, to get your store distinctively known first and the trade will come?"

"Yes, I think so. Our owl and yellow front have become a landmark. Strangers in town are directed with reference to them. I have advertised in this way so persistently that people have come to take a personal pride in the store and its advertising, and it is the most natural thing in the world for them when they want anything in our line to come here. This personal interest is what I have been after, and I believe I have succeeded in getting it. Some time ago I wanted some jingles and I advertised a prize of $15 in gold for the best ad. about an owl and a drawing from a pupil in the public schools, and a knife for the ten next best. I had hundreds submitted, and I used lots of them, giving credit in the paper to the writer each time. Furthermore, I know that people around town are keeping our ads. in scrap-books, because, as they say, 'they are so cute,' and the children are amused with them. I believe that it is these little side effects from our way of advertising that have brought us such good returns."

> An owl whose digestion was bad,
> At breakfast was generally glad,
> For the coffee was hot
> And the bright shining pot
> Was the best that the "Yellow Front" had.

"You are satisfied with the results, then?"

"No, not yet. The advertising is paying us now, though, and it didn't pay us anything at first. But I am going to do better still. I don't believe I change our ads. often enough. I am only changing every other day now, and when I go back I am going to change every day."

"Do you do much outside of the newspapers?"

"Oh, yes. I have always been a schemer in advertising. I believe in schemes—when they're good. I spend most of my money, though, in newspapers."

"How much do you spend?"

"I aim to spend 2 per cent. of our gross sales."

"Do you think 2 per cent. is enough for the ordinary hardware dealer?"

"It is almost more than I have to use."

"In your advertising do you write different ads. for men and women?"

"Well, yes. Some of the ads. are about things that men are especially interested in, and some are feminine. I want everybody to know the 'Yellow Front' and the 'Owl' and to be interested in them."

STUDY YOUR HELP.

The progressive merchant learns something every day he lives, says Commercial Enquirer. When a man gets too old to learn it is time for him to quit, no matter what his age may be. Ex-Champion Corbett believed he knew all there was to learn about the manly art of self-defence, yet he never realized that he had a solar plexis until Bob Fitzsimmons pointed it out to him. The knowledge was in the nature of a surprise to Gentleman Jim, who, being unprepared for the sudden delivery of such a shocking bit of information was quite overcome. We may often gain a bit of useful knowledge from a despised source. Even the errand boy is a reasoning creature and may possess an idea that would improve his own condition and expedite matters within his particular orbit.

Nobody knows where a packet of common sense or a nugget of genius may be found. Surface indications are not always reliable, and we may expose to the light some really bright fellow when we tear off the outer husks of his diffidence.

It is worth a merchant's while to study his help, they are the means towards an end, and should not be of uncertain usefulness. Too many mishaps may be traced to this very thing, and many a man has failed because he was ignorant of the kind of metal he had supporting him.

Don't be too self-satisfied to ask questions. Don't be too dignified to mix a little with those in your employ. If you unbend a trifle they will reveal whatever they know or feel.

ADVANCE IN OLIVE OIL.

Recent advices from Italy state that prices on pure olive oil have advanced 10 lire per quintal owing to the poor prospects for the next crop. Although the stock here is said to be large under a good demand, the supply is gradually cleaning up, and in sympathy with the foreign market prices on spot goods are tending upwards. — N.Y. Journal of Commerce.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

ESTABLISHED 1839.

SEYMOUR CUTLERY CO.

Successors to Henry Seymour Cutlery Co.

Office and factory . . .
HOLYOKE, MASSACHUSETTS, U.S.A.

Every pair of Seymour Shears is fully warranted, and if found imperfect from any cause will be replaced with perfect shears.

Manufacturers of . . .

Shears, Scissors

and . . .

Sheep Shears

All Seymour Shears are water hardened and are the best made.
No commission house is sole agent for the genuine Seymour Shears. Write for catalogue and prices.

HISTORY OF MALLEABLE CAST IRON

THE following is an extract from a paper read by Geo. Parker Royston before the British Iron and Steel Institute: "The making of malleable castings in iron appears to have been first carried out about 200 years ago. The earliest mention of it is found in a treatise published in the year 1722, and entitled 'L'Art d'Adoucir le Fer Fondu.' It contains an account of the work done by the author, Reaumur, the distinguished French savant, in this field; and his description of the process is almost identical with that of the method employed to-day in and around Birmingham. Whether Reaumur was the first to be aware of the action of the various oxidizing agents is not quite clear; but as he introduced this manufacture into France, and as it is not known to have been used in England at this time, it is reasonable to ascribe to him the credit of the invention. In 1804 a patent was granted to Samuel Lucas, of Sheffield, for the working of this process in England. Previous to this, many attempts were made to soften iron castings by Englishmen. In 1769, Joseph Ashton, of Birmingham, obtained a patent for the softening of cast iron by heating in a slow fire for the manufacture of nails. Again, in 1783, George Mathews, of Broseley, patented the same process for use in the making of cannon, anchors, chains, rollers and forge hammers; he says, 'when annealed, the articles were as malleable and tough as hammered or wrought iron.' This process differs from Reaumur's in that the carbon is not abstracted from the iron, but changed from the combined to the graphitic form. The finished meterial generally goes under the name of 'black heart' iron.

"The patent list contains another interesting specification, which was filed in 1852 by Jean Ernest Beauvalet. He softened cast iron bars and made them into malleable iron by heating them in a cementation furnace with oxides of iron, manganese, copper and zinc. The bars were made into steel by only partially effecting the oxidation of the carbon, and a uniformity of composition was obtained by heating them subsequently with charcoal. Castings of grey iron, especially when of small size, are brittle, owing to the graphite plates, which form planes of weakness. Wrought iron, owing to its high melting point, is not adapted for use in castings, except by some method analagous to the 'Mitis' process. Before Reaumur instituted his process, the use of iron was not possible for making malleable articles of intricate shape by casting. Beautiful work has been done in the olden days, when labor was somewhat cheaper, by forging the wrought iron into shape; but the value of the articles must have been almost as great as if cast in the costlier but more easily meltable metals—copper, silver and gold. The introduction of this process marked a new era in the history of commerce, by making possible the cheap production of many articles which are almost necessary to civilization."

THE FILE TRADE.

THE purchaser of a file is absolutely at the mercy of the manufacturer and retailer, and for that reason there has been considerable discussion over the relative properties of the files manufactured in the States and of those turned out at Sheffield. The manufacturers of each place claim to possess advantages that the others do not. The Englishman claims that his experience, conservatism and his business integrity insures a continuance of his trade gained by his hand-cut files, while the American hopes, with his machinery and large capacity, to swamp the foreign market.

The Ironmonger, of London, England, recently despatched a commissioner to Sheffield to report upon the condition of the metal trade of that place, and in a recent issue published a report on the file trade by this commissioner. This report gives a complete and interesting account of the condition of the file trade as it now exists.

The commissioner states that, in spite of his conservatism, the English file-maker has gone in extensively for production by machinery. It is pretty generally conceded that the machined file is as serviceable as the hand-cut article owing to the great improvement in machinery. Now Sheffield makes the best file-cutting machines, it has the best-skilled workmen and the best steel, so where should the best files come from? The answer may be got by observing the present state of affairs. Sheffield files, says Ironmonger, hold the world's markets today, save where the foreign maker retreats behind his wall of imposts. English manufacturers claim that but for the heavy duties imposed by the Americans, the market there would easily be in the hand of the free-trading manufacturer.

But the American article cannot be overlooked, for the importance of their method of establishing and maintaining any branch of the trade by specialization has lately become visible to Englishmen. When any man in the States discerns a chance of capturing a new market, he lays his plans for that single end, and he is willing to invest large sums of money. Of course he does not depend any on the foreign market at first. Aided by a protective tariff he depends for existence on home trade, and keeps enlarging his capacity until he can gradually place his surplus product on the foreign market without risk. One of his methods, too, for winning a way in the foreign market is by cheapening the production. He manufactures such a quantity for home consumption, and obtains such a remunerative price at home that he can afford to lose on a small portion of his production in the hope of thus establishing a trade. It is purely a speculative stroke of business, and it generally brings forth good results.

Thus combining these facts, Ironmonger's conclusion is that the Sheffield file-cutters have no more cause for alarm than is today troubling them. If they adopt more of that system of specialization, their excellence of workmanship is a sufficient guarantee that they will withstand all competition.

PARIS GREEN
Write For Lowest Prices.
GUARANTEED GOVERNMENT STANDARD
STOCK LIMITED
PEUCHEN & CO., 10 and 12 Bay St., TORONTO

MACHINERY AND MECHANICAL DEPARTMENT.

A REMARKABLE HOISTING ENGINE.

AN engineer representing an engine manufacturer in the United States says, according to a writer in American Machinist: Some five years ago we built for the W. D. Johnson Coal Co., Boone, Iowa, a pair of geared hoisting engines, having cylinders 10 inches diameter by 16 inches stroke. They were the first engines of a new design, of the "Tangye" bed type, and are coupled quartering to the same main shaft. The drums are 72 inches diameter, the spur gear 80.8 pitch diameter, and the pinion 20.2 p.d., making the ratio of gearing 4 to 1.

While visiting the company's mines recently, I was struck by the terrific speed of the engines while hoisting, and asked the engineer if he always ran the engines that fast. To which he replied: "I just give her the steam, and she does the rest."

This led me to investigate with the following results: Length of hoist, 253 feet; circumferance of drum at centre of rope, 19 feet; time consumed in hoisting, 5½ seconds; average speed of rope in feet per minute, 2,760; revolutions of drum per minute, 145.2; revolutions of engines per minute, 580.8; piston speed of engine in feet per minute, 1,551; average unbalanced load in pounds, 1,800; horse-power developed by engines, 150.5.

A piston speed of 1,551 feet per minute and a hoisting speed of over 31 miles per hour is not "very slow." And think of cast iron molded gears running at a periphery speed upwards of 3,000 feet per minute! The engines seem to stand up all right under this severe duty, the engineer claiming that he frequently hoists in five seconds, and that the time varies from that to ten seconds, according to the steam pressure and amount of coal to be loaded in a day. Nothing special is claimed for these engines, except that they were built as well as we knew how, are very heavy, and thoroughly self-contained. I mention it to simply show that in practice some things are accomplished which one would not dare to contemplate in the designing of a machine or transmission.

A HINT TO SALESMEN.

Few people who start in as salesmen, or some line of the wholesale business, have any idea how long it takes to achieve full success, says an exchange. The retailer who opens a new store knows within a few months how much business he is able to do, but the wholesale man has to work a long time to get all his trade. According to the views of old salesmen, it takes more than two years to get as many customers as can be attended to by one man. The salesman who sells on a commission basis, therefore, keeps on increasing his income for two or three years, but at the beginning his remuneration is exceedingly small. He may not be able to earn over $5 weekly for the first month, and it may take him a year to secure above $10 or $12, but as he keeps adding to his trade he may finally earn more than $20 or $30 weekly very easy, although there are many who cannot earn $15. A salesman, whether he works on a salary or commission, always has his income in proportion to his sales, and he cannot expect good pay until he has a proportionate number of customers. Therefore, if a man does not intend to stick to it for two or more years, don't let him begin to be a salesman.

COMPETITION OF DEPARTMENT STORES.

SHALL the retail hardware merchant, writes L.M.N. in Iron Age, give up his business by reason of the competition of the department stores? We answer no. That the department store is a formidable adversary we are compelled to admit. But are there not ways available to the hardwareman whereby he can keep up his course in the race for existence?

True, the old methods will not avail, for he must fight the enemy on its own ground and adopt some of the tricks which are used to beguile the people.

He may not have as much capital as his rival, but if he owns his business and can buy for cash and avail himself of every ten-day discount he can buy as cheaply, with perhaps a few exceptions, as if he were rated at a million.

It is not, as a rule, true that the department store buys cheaper than the ordinary dealer, but on some special staples they sometimes sell below cost. The reason why they do this is, no doubt, to bait the public and lead them to believe that they sell cheaply. But the retailer may do the same thing, and it appears to be a bait which takes well to sell some well-known staple below the actual cost.

But some will say that it is not business to sell goods at a loss.

This, however, is a question, and the retailer can often find some shop-worn articles which he can afford to sell at almost anything for the sake of cleaning them out, and also gain some advertising at the same time. The department stores use this means of selling some well-known articles less than cost, merely as an advertising scheme. Advertising must be bought in some way, and this seems to be a favorite way. And although the principle is not considered a correct one by many, yet the retailer can avail himself of it if he chooses.

When he finds the department store running on some article kept in stock by himself and which they are offering at less than cost, he should not offer it for sale unless he can meet the price or unless he can convince a prospective buyer that the article he is selling is of better quality and consequently worth more.

But he can take some other article and sell it below the price asked for it at the department store, and he can also advertise the fact in the papers.

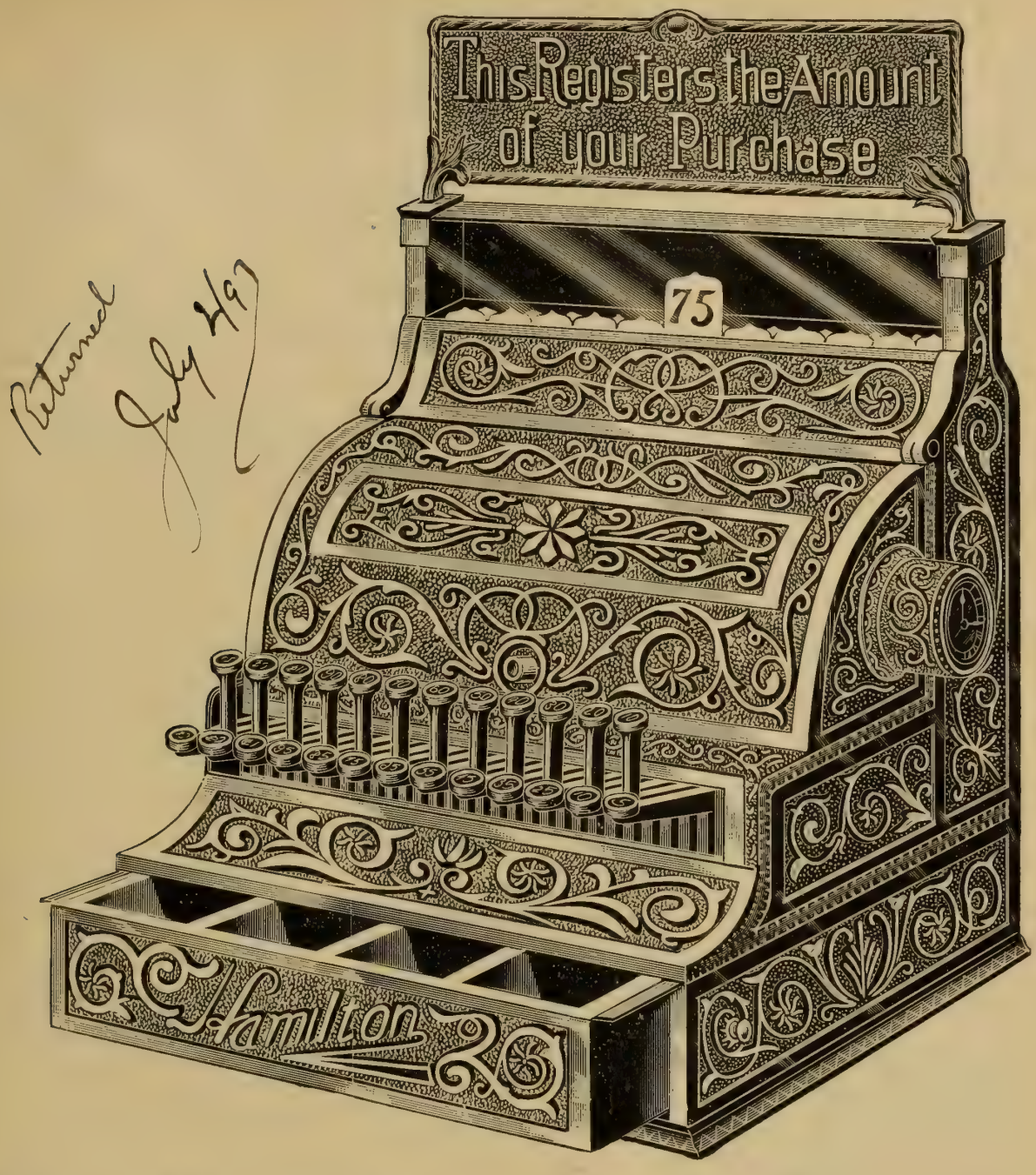
Some retailers are continually bewailing their fate, and giving the department stores a lot of free advertising to their customers, and crying out what an evil they are. This can do no good to themselves, but rather injury, as it gives a bad impression to a customer to hear a merchant running down his rival. If he feels the competition let him keep his troubles to himself and appear satisfied whether he is or not.

Let him study the methods of his greater rival and apply them to his own business.

The managers of these big concerns may not be more richly endowed with business sense than himself, and he should fairly and squarely look the difficulty in the face and resolve that if he must meet failure he will meet it heroically, and will not succumb without a bold struggle for existence.

He will advertise more, and judiciously; and will no doubt adopt some changes in his methods, although they may seem a little radical, and in nine cases out of ten he will find that his business is increasing.

The sympathy of the people in general is with the retailer, but this sympathy does not go so far as to pay him a higher price than the same article can be bought for in the department store; but if he can convince the public that he can give as good value as they, he has gained a great deal and will have little trouble in maintaining his trade.



The Hamilton Cash Register

is the National Cash Register with all the Latest Improvements Up to Date.

We guarantee to save you from $10 to $100 in the price of a National Cash Register. We are now making over ninety different kinds of National Cash Registers, and can supply you with the following :

No. 301 1-2 at $40.00. No. 302-C at $50.00. No. 303 at $60.00.

We have a number of second-hand total-adding National Cash Registers on hand which we will sell for less than half the price paid to the National Cash Register Co.

WRITE FOR CATALOGUE.

HAMILTON BRASS MFG. CO., Limited. - HAMILTON, ONT.

WHAT VICTORIA HAS DONE FOR CANADA.

WHAT Canada owes to the sovereign whose sixty years' reign the British Empire has been this week celebrating with so much enthusiasm and splendor remains for the future to reveal; and then perhaps only in part.

What we do know is comparatively little; but the little we do know confirms us in the opinion that "not half has ever been told."

Her nobility of womanhood, her wisdom and her ability par excellence as a ruler are more or less known to every British subject; but not so her views as an Imperialist.

Unlike the President of the United States, or even her impetuous grandson, the Emperor of Germany, Victoria never airs her beliefs, fads or fancies before the public. But, although she does not do what her contemporaries do, or what all her predecessors on the throne of England did to a more or less extent, she is as much a monarch as any one of them.

Practically all we know of her profession of faith as an Imperialist has come through the channels of private letters, mainly from Her Majesty to her representatives in the colonies and dependencies of the Empire.

Between forty and fifty years ago the opinion obtained among a great many eminent and able statesmen in Great Britain that the colonies and dependencies were appendages which the Motherland would be better without than with. And they tried hard and long to put their theory into practice.

For the loss of what is now the Transvaal and the Orange Free State these Little Englanders, as they were called, were responsible.

In Canada, the cold shoulder which the British Government gave her induced several of the leading statesmen in the country to issue a manifesto favoring annexation to the United States. But, thanks to the better judgment of the people of this country, their efforts were abortive.

And thanks, too, to the influence of Her Majesty, both upon her constitutional advisers and her subjects in Canada, the ties which bound the North American colonies to the Empire have been gradually strengthening—and that, too, as our liberties have increased—until in this Diamond Jubilee year they are stronger and give promise of being more enduring than at any time since the cross of St. George was first planted on the shores of the North American continent. And Victoria has done most of the weaving which has strengthened these cords. God bless her!

KNOWING ONE'S KIND.

A salesman needs something more than a knowledge of prices and styles. He may be expert in these and yet a failure. It is not always the man with the best fishing rod or the most expensive bait that catches the most fish. The successful angler studies his trout or his pickerel before he lands him. In fact, a knowledge of human nature is essential to success in any mercantile business. This is true in all departments of life and trade. You must know your man to get him, as the hunter knows the game he wants to bag.—New England Press.

SEVERN'S ADVERTISING POINTS.

The ad. that says little gets the credit of implying more.

If you would run down the character of the wares offered in your ad., extravagantly overpraise them.

Think well while writing the ad. and you will not have occasion to think badly after it is printed.

Truth in the ad. means saying what the writer really thinks about his goods.

Two good advertisers can thrive in a town better than one non-advertiser.

The ad. that would appeal to you most forcibly as a reader is the one to use.

The unsuccessful advertiser is useful as a sign post, telling the road not to follow.

The ad. should be like a watch; every part of it should be a wheel to make the whole go.

Though the seasons remain stationary, your ad. should be changed often to be seasonable.—Ad. Sense.

A NEW INDUSTRY.

A special from Port Arthur to The Toronto Globe says: "A new industry is about to be established on the north shore of Lake Superior, about one and one-half miles from the Canadian Pacific Railway, at Schreiber, and about the same distance from the great lake.

"A year or two ago a body of pyrites was struck. Last year the Messrs. Morley, shipowners, of Detroit, spent $3,000 or $4,000 in stripping the vein, erecting buildings and cutting a wagon road to Schreiber. Quite recently they had an expert go over the property, who examined it and pronounced it to be the greatest bed of pyrites that he had ever seen. Your correspondent saw it recently and was very much impressed with the size and value of the ore body. A recent report, which I am able to confirm, is that the Davis Sulphur Ore Co. of Davis, Mass., have purchased the mine and will this week commence active operations. This pyrites is used in the manufacture of sulphuric acid, and it is very rarely that a body of ore as pure as this is found. It contains over 50 per cent. of sulphur and is absolutely free burning. There is said to be no other deposit of equal purity in America. It is expected that ore docks will have to be built and a tramway from the mine to Lake Superior in order to reduce the cost of shipment to the lowest possible amount; and if the expectations of the owners are realized, the importance of the mine will be quite in keeping with a large iron mine. The ore is found in a similar manner to what iron ore is, and it contains practically nothing but iron ore and sulphur."

SHERBROOKE NOTES.

Business in this section has been fairly good.

There are a number of houses and fine brick blocks being erected in Windsor Mills.

The Street Railway Co. in Sherbrooke are pushing the work on their site for a power house on the Magog River.

Sherbrooke holds its Jubilee on the 1st July and it is expected to be a grand success.

The sales of barb wire in this section have been phenomenal this year.

J. S. Mitchell & Co. are exceptionally busy; also the other wholesale dealers.

TRADE IN RAILWAY SUPPLIES.

Mr. John Scully, contractor and dealer in railway supplies, Toronto, reports that trade is particularly brisk in steel rails. The activity in mining and lumbering districts has caused the building of temporary small railways by companies for their own benefit, and for this reason the sale consists chiefly of the lighter varieties, 20 and 25 lbs. to the yard. However, some rails as heavy as 40 lbs. to the yard have been supplied to customers who probably wished to run small locomotives. Besides the demand from the mining and lumbering districts of north Ontario, there is another call for rails in the east. The Dominion Government is vigorously pushing forward the St. Lawrence canals and an immense amount of plant is being put in the Galops and other canals. He claims that it will tax the limited capacity of the Canadian mills to meet the requirements of this season's trade, as preference is being shown to Canadian manufacturers.

WAREHOUSE AND FACTORY BROOMS.

Chas. Boeckh & Sons have added another new line to their numerous assortment of bamboo handle brooms, viz. factory or warehouse brooms. These brooms to be appreciated must be tested. They are the lightest, fullest and of good strong corn, and the firm says satisfaction is guaranteed or money refunded.

NEW COMPANIES.

The Brantford Machine Tool Co. (Ltd.) have obtained a charter.

The Standard Chemical Co. of Hamilton, (Ltd.) have obtained a charter.

The Gold Quartz Free Milling, Mining and Development Co. of Ontario (Ltd.) have obtained a charter.

A. ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

FRS. SCHOLES, Man. Dir.
J. J. McGILL, Gen. Mgr.

Canadian Rubber Company

OF . .
Montreal
Toronto
and
Winnipeg
Capital, $2,000,000
. . Manufacturers of the . .

Highest Grade Rubber Belting

MADE IN AMERICA.

Specially Adapted for Use in Lumber Mills, Pulp Mills, Etc.

Western Branch: Cor. Front & Yonge Streets, TORONTO
J. H. Walker, Mgr.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

. . . LONDON, ONT.

Dealers and Importers of

Linseed Oil
Spades and Shovels
Harvest Tools
Window Glass
Cut Nails
Wire Nails Binder Twine
Cordage
Chain
White Lead
Building Paper
Galvanized Iron

Also full lines of Butler's, Rodgers' and Askham's Cutlery, German and English Razors, Carvers, Pens and Pocket Knives

QUICK SHIPMENT. CLOSE PRICES. LARGE STOCKS.

Are You Interested in GAS RANGES?

If you are, it will pay you to place an

OXFORD ON YOUR FLOOR

They will increase your Trade

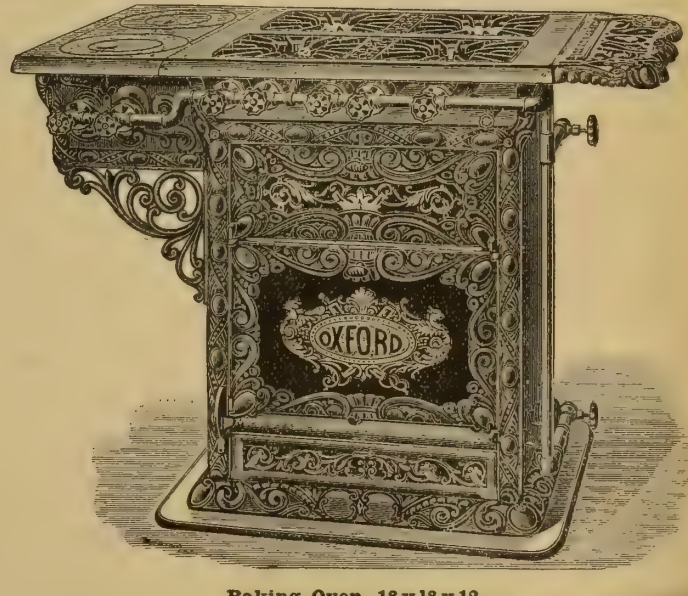
Features . . .

Largest Oven Made.
Spring-Balanced Drop Oven Door.
Flush Top Surface.
Removable Griddles over each Burner.
Improved, Powerful Cast Iron Burner and Tube.
Instantaneous Oven Burner Lighter.
Bodies Japanned and Baked Inside and Outside and Asbestos Lined.
Powerful Water Heater.
Very Economical in Consumption of Gas.
Perfectly Adjusted Needle Point Valves.
Simmering Burner with Each Range.

DRILLED OR SAWED BURNERS, AS DESIRED.

We manufacture this range with Single Oven, Single Oven and Water Heater, Double Oven (one Roasting and Baking Oven, and one Broiling and Toasting Oven), and Double Oven and Water Heater. We are the originators of this range with **BROILER OVEN ON TOP,** the convenience of which will at once be appreciated.

Send for Illustrated Catalogue and Price List.



Baking Oven, 18 x 18 x 12.
Roasting Oven, 18 x 18 x 6.

THE GURNEY FOUNDRY CO., LIMITED, TORONTO

The Gurney-Massey Co., Limited, Montreal.

SOLE AGENTS FOR THE QUICK MEAL, GASOLINE AND BLUE FLAME SUMMER STOVES.

AMONG THE RETAILERS.

Harvest Tools. Some of the hardwaremen have already laid in their stock of harvest tools, others are now doing so, and others have not done so yet. It is advisable that this stock should be procured and advertised immediately. And, by the way, when you have your stock in don't stand rusty spades outside and keep your bright new ones inside, as I see some doing. Your outside display ought to be useful as a decoration as well as a means of displaying goods.

Jubilee Window Displays. The Jubilee is over, and although there seems to be more to say about the holiday now that it is past than there was to talk about before, yet soon we won't hear much of it; for the expectation is gone. And yet I think such occasions merit afterdiscussion, for merchants do not frequently make attempts at such displays as were made last week for any other reason than to draw trade. The feeling of loyalty does not overcome them often to such a degree, and, indeed, not often is their enthusiasm aroused to so high a pitch by any public spirit. Yet, in spite of the neglect of trade, business must have received a mighty impetus. All the hardware merchants over the city seemed to have excelled themselves in lavishing decorations of flags and bunting. Not only were the exteriors of the stores profusely decorated, but the interior and windows received their share of the lavish display, while delivery wagons in many cases attracted attention. Hardwaremen as a class should recognize the advisability of having nicely dressed windows always. Pretty displays will attract attention at all times. The enthusiasm for window displays which was worked up during the Jubilee should not be allowed to die.

Cutting Prices. So far the hardware trade has not been subject to the wholesale slaughter of prices that the dry goods and grocery trade have had to endure, but lately the lamentable state of affairs seems to have found its way into the hardware business. The dry goods men make no profit on cottons, the grocery merchants none on sugar, but it seems that the secret managers of this scheme have reduced the prices on nearly all staple articles in the hardware business. I expected to hear joyful news from the hardwaremen this week over the sale of summer goods, but I was surprised to find that they were being pushed to no great extent. The explanation was that there was no money in these staple articles, particularly screens, and that the merchants kept them in stock only for the accommodation of their customers. Some merchants laid the blame on department stores, while others credited their neighbors with starting the cutting. At any rate the change has had a bad effect on business, for several Toronto hardwaremen are not now devoting their attention to this trade, but have decided to branch out in other lines. Some of the brightest of the hardwaremen of a few years ago are now to be found in other lines. Some have gone extensively into bicycle repairing hoping to establish an early trade in this line. They still keep a hardware stock, perhaps a large one too, but most of their attention is centred on the repair trade, and on this branch they depend for the most business. Others have gone entirely into the stove business. There is no set price in stoves as there is in hardware lines, and they hope through the customer's ignorance of the quality of the stoves to be able to make more profit than they would on the abandoned line of business.

RAMBLER.

TRADE CHAT.

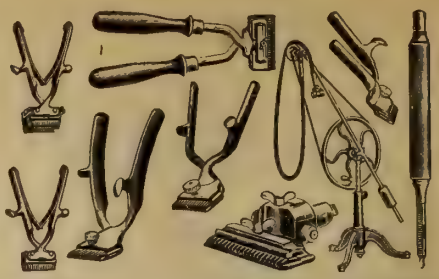
New counterfeit $1 Dominion of Canada notes are in circulation. Lady Dufferin's portrait is poor, and the signature of T. D. Harrington is written on the counterfeit instead of engraved. "For Minister of Finance," "For Receiver-General," and "British American Bank Note Co." are omitted from the counterfeits.

S. Jessop, a prominent citizen of Blyth, Ont., has been arrested with his wife and mother-in-law, Mrs. McElroy, charged with conspiring to defraud creditors and receiving goods to defraud creditors. Last fall Jessop, who ran a general store, assigned to Richard Tew. His assets were found to be much less than his liabilities, and, a search being made, original packages of goods were alleged to have been found hidden in Mrs. McElroy's house.

The crop bulletin of the Department of Agriculture, of Manitoba, shows that the area under wheat in the province is 1,290,882 acres; of oats, 468,411 acres; and of barley, 153,266 acres. The total area of all crops is 1,950,000 acres, or an increase of 30 per cent. over last year. There are 27,000 farmers in Manitoba, and the figures indicate that the old settlers are cropping as much land as ever, although going more into stock-raising, etc.

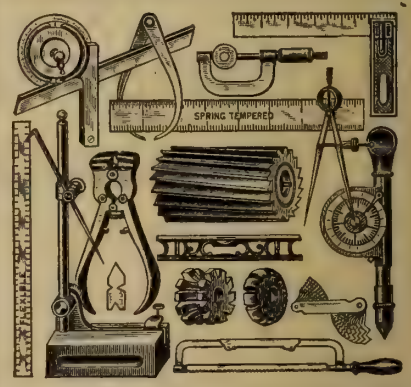
STERLING SILVER.

The new departure of The Toronto Silver Plate Co., Ltd., in regard to sterling silver, has been a remarkable success. The portion of their factory allotted for the manufacture of same has already been found too small, and since our last issue they have re-arranged their factory premises which has given them double the capacity in this department.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO, Worcester, Mass.** Catalogue on application.

STARRETT'S



FINE TOOLS

98 Page Catalogue Free.

THE L. S. STARRETT CO. Box 5

ATHOL, MASS., U.S.A.

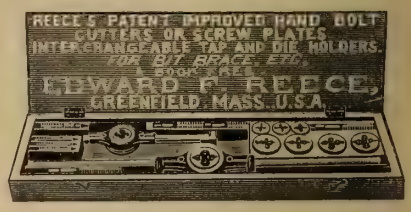
COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.



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PATENTS PROMPTLY SECURED

Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.

MARION & MARION, EXPERTS, Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively. *Mention this paper.*

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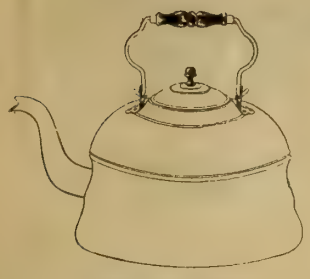


Design Registered.

JUBILEE TEA KETTLES

Made of Extra Heavy Copper, Nickel Plated.
Entirely Original Design, Beautifully Finished.

WRITE FOR PRICES.

THE THOS. DAVIDSON MFG. CO., Limited, - MONTREAL.

Write to us for Prices on . . .

GREEN WOVE-WIRE, DOOR AND WINDOW SCREENS
LAWN MOWERS, GEM FREEZERS
ICE SHREDDERS, ICE TONGS
ENAMELLED MASLIN KETTLES
ENTERPRISE CHERRY STONERS

Caverhill, Learmont & Co., Wholesale Hardware Merchants . . . **Montreal, Que.**

BICYCLES AT COST.

In order to clear out the balance of our stock we have decided to offer them at cost. **Phoenix,** men's and women's. **Erie,** men's only. **Jupiter,** men's only. Also Myers' Bicycle Stands and Home Trainers at cost.

Write for our figures, they may interest you.

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

MARKETS AND MARKET NOTES

OUEBEC MARKETS.

MONTREAL, June 25, 1897.

HARDWARE.

THE general hardware business was seriously interfered with during the early portion of the week by the Jubilee festivities. Toward the close, however, the influence was the reverse. The cheap railway fares brought in a lot of country customers, who have been ordering personally, aggregating quite a nice volume of trade. Wire nails, horse nails, cut nails horseshoes, screws, bolts and rivets, ice cream freezers, and, in fact, all kinds of shelf hardware, received attention. Otherwise the week has been featureless, with no changes of importance in the matter of values, except that the unsettted feeling already noted in certain lines continues.

BARBED WIRE—Supplies are still difficult to obtain with any degree of promptitude. The basis is nominally $2.60 f.o.b. Montreal, but it is claimed that jobbers have accepted orders for large lots for a good deal less money. Terms are as before.

ORDINARY FENCE WIRE — Business in fence wire has been rather quiet. Discounts are on the basis of 30 per cent. 4 months, or 3 per cent. off 30 days, f.o.b. Montreal.

PLAIN WIRE — Quiet and unchanged. Discounts are 30 per cent. on tinners' coppered iron and coppered spring, f.o.b. Montreal, Toronto, Hamilton and London.

WIRE NAILS—Business has been lighter early this week, but the closing days of the week witnessed an improved enquiry. Car lots from makers' hands are easily obtainable at $2, and in a jobbing way the basis is $2.10, f.o.b. Montreal.

CUT NAILS—Business continues quiet, as noted last week. We quote $1.95 f.o.b. Montreal.

HORSE NAILS—Trade was quiet owing to the festivities, but latterly a lot of new orders came in. Discounts are unchanged at 50 per cent.

HORSESHOES — Business is confined to a demand for moderate lots. We quote f.o.b. Montreal: Iron shoes, $3.25; steel shoes, XL 3 and 4, $4.50; ditto 0 and 2, $5.25; assorted, $5; steel toe weights, $5.50.

SCREWS — There was a fair enquiry for these. Discounts are as follows: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—Quiet, with discounts 10 to 12½ per cent.

BOLTS, ETC.—Enquiry for these is fair. Discounts are: Common bolts, 70; full square bolts, 75; Norway carriage bolts, 75; machine bolts, 70; coach screws, 80; blank bolts, 60; sleigh shoe bolts, 80; and plough bolts, 65 per cent. Square nuts, 4¾c. off the list, and hexagon, 5¼c.

CORDAGE—Business has been rather quieter in cordage this week. We quote: Sisal, 7-16 and upwards, 5½c.; ⅜, 6c.; 5-16 and ¼, 6½c., and 3-16, 7c.; manilla, 7-16 and upwards, 7c.; ⅜, 7½c.; 5-16 and ¼, 8c., and 3-16, 8½c.

CHURNS—Discounts range 60, 10 and 10, with the usual terms or 3 per cent. off 30 30 days. Demand is extremely quiet.

WRINGERS—From $29.50 to $31.50 is the range on these, with business light.

ICE CREAM FREEZERS—Are in better enquiry this week.

HARVEST TOOLS—Orders are still coming in, but they are for very small lots.

SPADES AND SHOVELS—Without new feature.

BUILDING PAPER—There has been a fair enquiry for this line of stock. We quote: Plain building, 30c. tarred lining, 40c.; and do. roofing, $1.40.

LEATHER BELTING — Values rule firm, but demand is light. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—Enquiry has been fair, but increased activity is expected as a result of the hot weather, when kettles etc., will be wanted.

HINGES—There is no change in these. We quote: Screw hook and hinge, 6 to 10 inch, $3.40 to $3.50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

CUTLERY—Business remains the same as last week.

WIRE CLOTH—Demand for this article and for screen doors and blinds has been less active lately.

CEMENT — An active business is reported in cement, round lots of both Belgian and English changing hands at quotations. We quote: English, $2 to $2.10, and Belgian, $1.90 to $2.

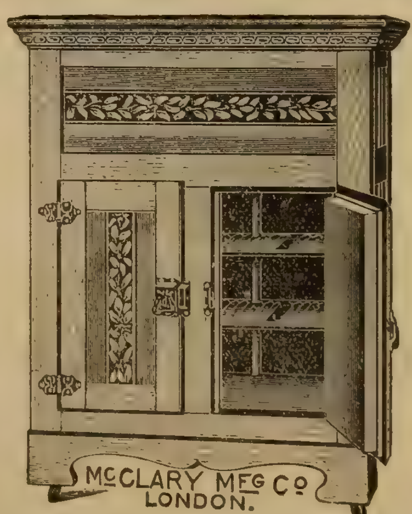
FIREBRICKS — Have ruled in good demand at $16 to $21 per 1,000, as to brand.

METALS.

There has been no material change in heavy iron or metals, prices generally ruling steady. Demand in all lines has been very moderate.

PIG IRON—The better feeling lately noted in the United States has had no influence on the Canadian pig market, which rules extremely quiet. Hamilton pig has been offered here rather lower. We quote: Hamilton, $16 for No. 1, and $15 for No. 2; Ferrona, $14 to $15; Siemens, $14 to $15; Summerlee, $17 to $18; Carron,

A GOOD Refrigerator



is a comfort while a poor one is not worth house room. **We guarantee ours satisfactory.**

Made of seasoned hardwood strongly put together and handsomely carved. Zinc lined and charcoal sheathed. Bronze locks and hinges, strong and of unique design. Ice racks and provision shelves strong and serviceable. Entire refrigerator easily cleaned.

The system of circulation, ventilation and insulation ensure a pure, dry, cold air.

Seven different sizes, with ice capacities from 25 lbs. to 180 lbs.

We have also a small quantity 1895 patterns, family size, which we will sacrifice at $12.00 each.

The McCLARY MANUFACTURING CO.

London Winnipeg Toronto Vancouver Montreal

PORTLAND CEMENTS

FIRE BRICKS
SEWER PIPES
CALCINED PLASTER
WHITING

Large Stocks. Lowest Prices.

Ask For Our Quotations.

W. McNALLY & CO. - MONTREAL

Portland Cement

English, Belgian, German, American and Canadian.

Calcined Plaster

F-FF-FFF or Dental Rock Wall and Asbestic Wall Plaster.

F. Hyde & Co.

31 Wellington street, MONTREAL

BRILLIANT
FRENCH
PLATE GLASS

THE BEST AND PRICES THE LOWEST
AT THE

Consolidated Plate Glass Co.
of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

FISHING TACKLE

Our stock is most complete in all kinds of Sporting Goods

Consisting of

Fishing Tackle, Lacrosses, Footballs, Boxing Gloves, Punching Bags, Baseball Goods, Camp Sets, Folding Furniture, Hammocks, etc., etc.

Send for Catalogue B.

The Wightman Sporting Goods Co. 403 St. Paul St. MONTREAL

\$17 to \$18; Ayrsome, No. 1, \$16; Eglinton, \$16 to \$16.50; and Carnbro', \$16 to \$16.50.

BAR IRON—The buyer has invariably had the best of it in the case of prices on this article, which rule easy at \$1.35 to \$1.45.

BAND IRON—Very little doing at \$1.75.

HOOP IRON—Continues quiet and unchanged at \$2.25.

SHEET STEEL — There has been a moderately good trade in this line with the basis \$2.50 per 100 lbs.

SHEET IRON—Business fair this week at \$2.25 per 100 lbs.

GALVANIZED IRON—There is a good demand from jobbers for this line and they report a good demand. Good import contracts are noted this week. We quote \$4 to \$4.25.

TINNED IRON—Business fair, with supplies moderate. We quote \$5.50 up to 20 gauge.

LEAD PIPE—There is little activity except in a jobbing way. We quote 7 to 7½c., with 30 and 5 off.

PIG LEAD—Business very light, and we quote \$3.25 to \$3.50, as to grade and quantity.

INGOT TIN—Prices steady at 15½ to 16c., but very little trade doing.

INGOT COPPER — Motionless and unchanged at 12 to 12½c.

SHEET COPPER—Quiet as last quoted, at 14½ to 16c.

IRON PIPE—There have been some fair enquiries for iron pipe, but prices still exhibit an irregular range. We quote: From \$1.87 on ¼ inch to \$7.87 on 2 inch black iron pipe; galvanized, from 4c. on ¼ inch to 11½c. on 1½ inch.

CANADA PLATES—Supplies of these have been replenished this week, but prices are firmer than they were at \$2.50 to \$2.65.

TIN PLATES—The same remarks apply to these. We quote: Coke I.C., \$3 to \$3.20; charcoal, I. C., Allaway, \$3.25; do, I.X., \$3.90 to \$4.00; P. D. Crown, I.C., \$3.80; do. I.X,, \$4.50.

BOILER PLATE—Remains steady at \$1.90 to \$2.

SOLDER—Unchanged at 12 to 13c.

SHEET ZINC—Very little business doing while prices are steady at \$5 to \$5.25.

SPELTER—Steady at \$4.50 to \$4.70.

ANTIMONY—The base of sale is generally 9½ to 10c.

SCRAP IRON—Very little is doing in scrap iron at the moment, and we quote \$13.50 to \$14 for No. 1 wrought.

PAINTS AND OILS.

There is little to report in connection with the paint and oil market, the Jubilee festivities affecting this as well as other lines, while the general spring activity is over.

WHITE LEAD — Quiet and unchanged.

Cattle Ties

Do not purchase before seeing our samples and prices. Our Ties are the lightest, strongest and best, and most satisfactory line to handle.

The B. Greening Wire Co., Limited
HAMILTON, CAN.

Abbott & Co.

ROLLING MILLS

Rhode Island Pattern Horseshoes.

Korrect Shape. Quality Guaranteed.

AND FACTORIES
MONTREAL

NOVA SCOTIA STEEL CO.
Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Fishing Tackle.

Trade Mark.

ALLCOCK'S STAG BRAND goods are the best. When you buy from us you buy from the largest makers and oldest house in England. Established 1800.

ALLCOCK, LAIGHT & WESTWOOD,
73 Bay Street, TORONTO,
and REDDITCH, ENGLAND.

We quote: Choice brands Government standard, $5; No. 1, $4.62½; No. 2, $4.25; dry white, $4.50.

RED LEAD—Continues steady, at 3¾c. in casks, 4c. in kegs, and No. 1, ¼c. less.

LIQUID PAINTS—As last reported.

SHELLAC—Moves slowly at 25c. for case lots of pale orange.

PARIS GREEN — Still quiet at 13½c. in drums, and 14½c. in packets.

LINSEED OIL — Dull but steady. Raw, 42c.; boiled, 45c. with 5-barrel lots 1c. per gallon less.

TURPENTINE—Remains steady at 42c. in single bbls., with larger lots 41c. nett.

VARNISHES—Continue as last reported.

SEAL OIL—Without change at 40c.

COD OIL—Dull and unchanged at 31c.

NAVAL STORES—Steady as last reported. We quote: Resins, $2.85 to $5, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5c½. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

GLASS.

There has been no change in this market, and we quote first break, $1.25; second break, $1.35 per 50 feet; third break, $2.80 per 100 feet.

ASHES.

Remain as last reported: $3 to $3.10 for first pots, $2.80 to $2.85 for seconds, and $4.40 for pearls.

CHEMICALS, ETC.

There has been a fair business locally in heavy chemicals of all kinds. We quote: Bleaching powder, $2 to $2.50; bi-carb. soda, $2.25 to $2.35; sal. soda, 67½ to 72½c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.75 to $2; do. 70 per cent., $2 to $2.20; chlorate of potash, 14 to 16c.; alum, $1.40 to $1.50; copperas, 60 to 75c.; sulphur flour, $1.75 to $2.25; do. roll, $1.75 to $2.25; sulphate of copper, $4.37½ to $4.62½; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $50 to $60; soda ash, 48 and 58 per cent., $1.25 to $1.50; chip logwood, $2 to $2.50.

HIDES.

Without change. We quote: Calfskins, No. 1, 8c.; No. 2, 6c.; beef hides, 6, 7, and 8c. respectively.

PETROLEUM.

Canadian petroleum in car lots is freely offered at 13½c., and even less, with 14½c. the asking price for smaller quantities.

COAL.

There has been no further change in the coal market. We quote: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6, delivered ex yard: Scotch steam, $3.50 to $3.60 ex ship.

MONTREAL NOTES.

Arrivals of cement last week comprised 12,114 casks Belgian and 1,500 English, also 10,000 firebricks.

There have been free arrivals of Canada plates this week and stocks are more ample, but prices are held firmer than they were a week ago.

ONTARIO MARKETS.

TORONTO, June 25, 1897.

HARDWARE.

COMPARED with a week ago business is better, there being more activity both in shelf and heavy hardware, and it is the general opinion that trade throughout the country is exhibiting more life. The demand for screen doors and windows exceeds the supply. During the past week the movement in spades, shovels and harvest tools has been active. The demand for barb wire is not as brisk as it was, although the manufacturers are still kept busy. Wire nails continue in good demand, but there is not much being done in the cut article. For horseshoes an improved demand is noted. In screws, bolts, rivets and burrs a nice business is being done. Business is beginning to improve in building paper, and the improved demand noted in tin and enamelled ware has been maintained.

BARB WIRE—The demand is not as brisk as it was, although business is still active enough to keep the manufacturers busy. It is not expected, however, that there will be any further difficulty in supplying the demand. Prices are nominally $2.50 delivered to points where the rate does not exceed 25c. per 100 pounds. Terms, 60 days, or 2 per cent. off 30 days.

ORDINARY FENCE WIRE—The rush that took place shortly after the change in the tariff is over and the demand is now light. Discounts, 30 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days.

PLAIN WIRE, ETC.—There is not much doing. We quote: Tinners', coppered iron, and coppered spring, discount, 30 per cent. f.o.b. Toronto, Montreal, Hamilton and London.

WIRE NAILS—The demand continues brisk. Prices are much as before. We quote base price at $2.04 Toronto, Hamilton, London, and where the freight from Pittsburg does not exceed 21c. in less than carload lots.

CUT NAILS—The demand is still slow. Base price, $1.74 Pittsburg, duty included; freight to be added; at Toronto $1.95 is being quoted.

HORSE NAILS—No further improvement has taken place, trade being only fair. Discount 50 per cent.

HORSESHOES — Business is a little better, some fair-sized orders having been received during the week. We quote: Iron, $3.35; steel—No. 0, 1, 2, $5.35; 3, 4, $4.60; assorted, $5.10; toe weight, $5.80; all f.o.b. Toronto or Hamilton; f.o.b. London, $3.40.

SCREWS—Trade is active and prices firm. Discounts are now: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount 25 per cent.; round head, 20 per cent.

BOLTS—Trade is good, particularly in carriage, tire and stove bolts. Discounts are: Common bolts, 3-16, ¼, ⅜ and 5-16, 70 per cent.; ditto, ⅜, 60 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.: machine bolts, 70 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, ⅜ and larger, 4c. per lb.; 5-16, 5c. per lb., ¼, 6c. per lb.

BRASS BUTTS — Business is quiet and prices unchanged. Discount, 17½ per cent.

RIVETS AND BURRS — Are in strong demand at unchanged prices. We quote: Carriage, section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, up to 2½ lbs. inclusive (steel) 65 and 5 per cent.; ditto, 3 lbs. and heavier, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—Trade during the week has been quiet. We quote as follows: Sisal, 7-16 in. and larger, 5⅜c.; ⅜ in., 5⅝c.; ¼ and 5-16 in., 6⅜c.; 3-16 in., 6⅞c. Manilla, 7-16 in. and larger, 7⅛c.; ⅜ in., 7⅜c.; ¼ and 5-16 in., 8⅛c.; 3-16 in., 8⅝c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — Very little can be said, business being quiet. Discounts, 60, 10 and 10, from both stock and factory, with terms

Binder Twine.

HOBBS HARDWARE CO. London.

We have led, others tried to follow.

WE STILL LEAD.

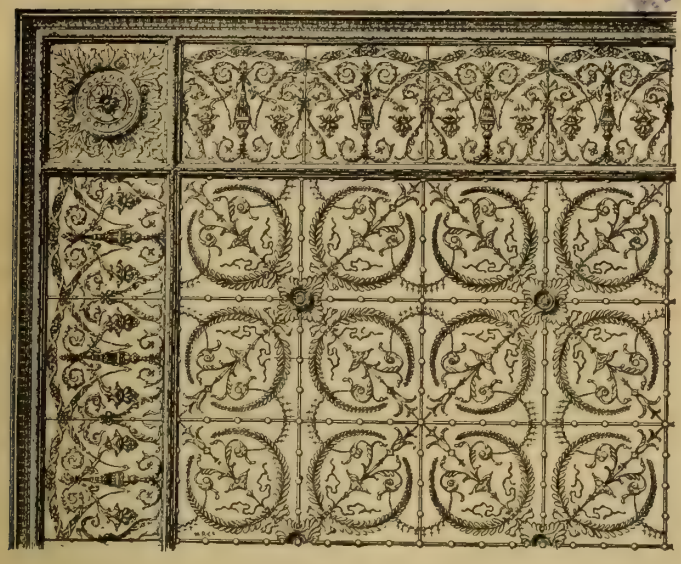
: : : We Offer

PLYMOUTH
CENTRAL PRISON
CONTINENTAL TWINE CO.'S
DOMINION GOVERNMENT
} TWINES

METALLIC CEILINGS

RETURNED June 8/97 by order

These ceilings are made from mild, annealed metallic plates, in a great variety of designs, suitable for every description of buildings, including HOSPITALS, CHURCHES, SCHOOLS, CONVENTS, OPERA HOUSES, ASYLUMS, OFFICES, STORES, RESIDENCES, Etc.



One of Our Designs.

The many advantages of their use as a substitute for wood and plaster lie in the fact that they are light in weight, will not crack nor drop off, consequently no danger of falling plaster; are unquestionably durable, have air-tight joints, are easily applied, are practically fire-proof, are highly artistic, do not harbor vermin or the germs of disease, and possess splendid acoustic properties, in addition to many other points of excellence over any other form of interior decoration.

SEND FOR CATALOGUE

The Metallic Roofing Co. Limited Cor King and Dufferin Streets **Toronto, Ont.**

The Pioneer Makers of Sheet Metal Building Materials. Phone 5481

4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS — Business is still quiet. We quote: "Lightning," $31.50 per dozen; "Royal Canadian," with brass corners, $29.50.

HARVEST TOOLS—The demand is still good. The articles being principally called for are hay forks, barley forks, scythes, grain cradles and sickles. Discount, 60 and 10 per cent.

SPADES AND SHOVELS— Trade, while not as good as it was, is still good. Discount, 45 per cent.

BUILDING PAPER—Business is becoming more active. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, $1.38 to $1.45 per 100 lbs.

LEATHER BELTING—Trade is fairly good. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

WARE—The demand has begun for enameled ware preserving kettles, but it does not yet amount to a great deal. Business in tinware is also picking up a little.

HINGES — These are going out freely, especially barn door and ordinary T and strap hinges. We quote: Screw hook and hinge, 6 to 10 inch, $3.40 to $3 50 per 100 lbs.; 12 inch up, $2.40 to $2.50 per 100 lbs. Discount on T and strap hinges, 70 per cent.

SCREEN DOORS AND WINDOWS—A great deal of difficulty has been experienced in supplying the demand, although the difficulty is not as great as it was.

POULTRY NETTING—Is still going out fairly well. Discount, 67½ per cent.

GREEN WIRE CLOTH—The demand is fairly good. We quote: $1.35 per 100 square feet.

GARDEN HOSE—Business continues good. We quote: Standard brands, 72½ per cent.; "Competition," or "Trade," 77½ per cent.

CEMENT—There has been no quotable change in prices during the week. Business continues to improve, and it is difficult to supply the demand. We quote in car lots: Canadian Portland, $2.50; English do., $2.50; Belgian do., $2.50; Canadian hydraulic cements, $1.10; calcined plaster, $1.90 per barrel.

BINDER TWINE—A large number of shipments have been made during the week. Most of the orders have been completed.

CUTLERY—A fair sorting-up business is being done. It is a little early yet for summer shipments, but as stocks are light in retailers' hands there should be an active demand for the fall trade. "Jubilee" cutlery has been practically cleaned out, and more could have been sold.

SPORTING GOODS—A few rifle cartridges for target practice have gone out during the week; also a few flobert rifles for campers. In general, however, the sporting goods trade is quiet.

METALS.

There is not much doing in metals, but a little more interest is being taken in the market on account of the firmer tone of tin, lead and copper.

PIG IRON—Trade is quiet. We quote: Hamilton No. 1, in 100 ton lots, $14.50 per ton; No. 2, $14; Southern soft, $15.50 for No. 1, and $15.15 for No. 2; Southern foundry, $15.75 for No. 1; $15.25 for No. 2, and $15 for No. 3; Niagara, No. 1, $14.80; No. 2, $14.30.

BAR IRON—Business does not seem to improve. We quote the base price at $1.40 in carload lots and $1.50 in small quantities.

SHEET STEEL—Demand is only fair. A few large orders have been received, but as a rule only small quantities are wanted. We quote: 12 to 16 gauge, $2.60 to $2.70 per 100 lbs.; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Trade is being fairly well

EFFICIENT
DURABLE
UNIFORM
RELIABLE

NICHOLSON FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.

THE MARLIN MODEL 1893

Is a rifle made to give satisfaction. Like all other Marlins it has the well-known **SOLID TOP** and **SIDE EJECTION.** It is made of special stock and takes the two popular cartridges 32-40 and 38-55.

It is made in all lengths and styles, regular and **TAKE DOWN.**

It is also made for the 2 modern small bore high-power hunting cartridges 25-36 and 30-30 smokeless.

Send for complete catalogue to

Barrel and Action of "Smokeless Steel."

THE MARLIN FIRE ARMS CO.

For Sale by all Jobbers **NEW HAVEN, CONN., U.S.A.**

To Whet a Scythe...

properly requires a good Scythe Stone.

Pike's BLACK DIAMOND WHITE MOUNTAIN and INDIAN POND

are positively **Scythe Stones** the best on earth.

Pike's Lily White Washita OIL-STONE has no equal for mechanics' tools.

WRITE FOR PRICES

The Pike Mfg. Co., Pike Sta., N.H.

maintained. We quote as follows: 10 to 12 gauge, $2.60 to $2.70 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON — Although no large quantities are moving, business is a little better than it was, shipments being more numerous. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, 3.75c.; 26, 4c.; 28, 4¼c. Gordon Crown, (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (ton to ½-ton lots), 28 gauge, $3.60 to $3.75; 26 gauge, $3.20 to $3.50; 22-24 gauge, $3 to $3.25. Small lots in all the above are ⅛ to ¼c. per lb. higher than figures named.

TINNED IRON — Considering the time of year a fair trade is being done. All gauges from 20 to 28 are being called for. We quote as follows: Up to 20 gauge, $5.50 per 100 lbs.; 22 to 24 gauge, $6.13; 26 gauge, $6.50; 28 gauge, $7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS — An improved demand for lead pipe has developed during the week. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

SOIL PIPE—Trade is moderate. Discount, 60 and 10 per cent.

PIG LEAD—A few good shipments have been made, but in general trade is slow. Prices are unchanged at last week's reduction. We quote: $3.30 per 100 lbs. for ton lots and $3.40 per 100 lbs. for smaller lots.

INGOT TIN—A further advance in prices has taken place, the ruling figures now being 16¼ to 16½c. per lb.

INGOT COPPER—Trade is dull. We quote: 11¾c. for quantities and 12¼c. for small lots.

SHEATHING COPPER, ETC.—A few good sales have been made during the week. We quote: Sheathing copper, 14½ to 16c. according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE—While no large lots are moving, trade is better than it was. We quote per 100 feet net: Wrought, ¼ to ⅜-inch, $1.87; ½-inch, $2.10; ¾-inch, $2.45; 1-inch, $3.40; 1¼-inch, $4.50; 1½-inch, $5.87; 2-inch, $7.87. Galvanized, ½-inch, 4c.; ¾-inch, 4¾c.; 1-inch, 6¾c.; 1¼-inch, 10¼c.; 1½-inch, 11½c.

RANGE BOILERS—A fair trade continues to be done. We quote: Galvanized, 30 gallons, $5.25 to $5.30; 35 gal., $6.50; 40 gal., $7.50; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Shipments from stock are a little better, but not much business is expected, at least for another month. We quote: Half-polished, 52 sheets, $2.50; and all-bright, $3.

TIN PLATES—Trade has been a little better. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

COIL CHAIN— Business is quiet. We quote: ¼ in., 4⅝c.: ⅜ in., $3.70; ½ in., $3.25. Large quantities can be shaded.

SHEET ZINC—Business continues fair. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

TERNE PLATES—Business is much about the same as a week ago. We quote: I C, $6; I X, $8.

SOLDER — Trade remains fair. We quote: Standard, 10½c.; strictly pure, 11c.

ANTIMONY—Dull. We quote: Cookson's, 8¾ to 9c.; other makes, 8¼ to 8½c.

OLD MATERIAL.

The trade in iron is almost at a standstill, for dealers are not acquainted with the results of the reduction of duty. The trade in rags is brisk, and the finer metals are moving lively. We quote as follows: Agricultural scrap, 40c. per cwt.; machinery cast, 42½c. per cwt.; stove cast scrap, 25c.; No 1 wrought scrap, 40 to 45c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb; bottoms, 7½c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3 to 3¼c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

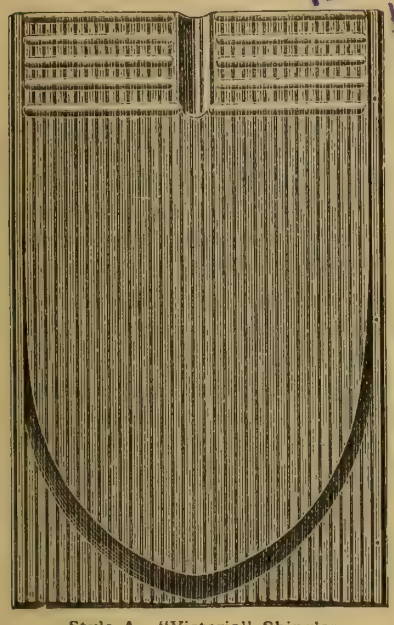
During the week the glass business has picked up considerably. Prices are still floating around, however. They have been kept down pretty well, but there is a likely rise on hand for the fall trade. We quote window glass: First break in 50-foot boxes, $1.20 to $1.25, and in 100-foot boxes, $2.30 to $2.40, Toronto, Hamilton and London.

PAINTS AND OILS.

Business in paints and oils is still fairly good, but an immediate slackness of trade is looked for. The demand for Paris green is not what was expected this week. There is a good deal of cutting going on, as holders are anxious to get rid of surplus stock.

Jubilee Roofing

RETURNED
JUL 17 1897



Style A. "Victoria" Shingles.
Size 10 x 14 inches.

Our **"VICTORIA" SHINGLES** are new and strictly UP-TO-DATE, embracing all the desirable qualities of other shingles, as well as introducing many new features.

MADE IN

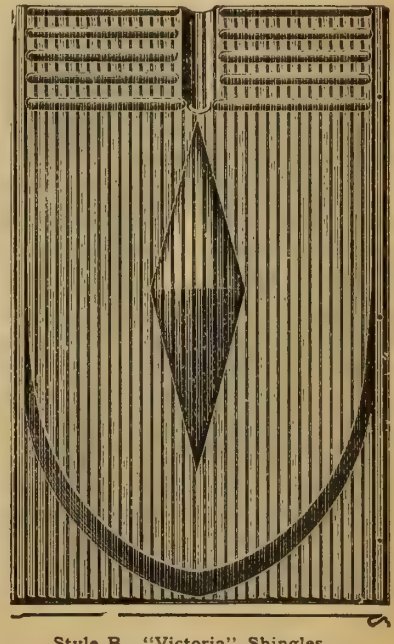
COPPER
ALUMINIUM
GALVANIZED IRON
and STEEL (painted)

RETURNED
JUL 17 189

These goods are created for the covering of the best class of dwellings and other buildings, and have

all the advantages of Slate Roofings

without the weight.



Style B. "Victoria" Shingles.
Size 10 x 14 inches.

Manufactured only by

THE PEDLAR METAL ROOFING CO.

MAKERS OF ALL THE LEADING STYLES OF SHEET METAL BUILDING MATERIALS

J. H. ASHDOWN, WINNIPEG,
Agent for Man. and N.W.T.

Oshawa, Ont.

There has been no alteration in prices worthy of note.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.15 ; No. 1, $4.77½ ; No 2, $4.40; No. 3, $4.02½ ; No. 4, $3 65; dry white lead in casks, $4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4 ; ditto, No. 1, in casks of 560 lbs., $3.75 ; genuine, in kegs of 100 lbs., $4.25 ; ditto, in kegs of 100 lbs., No. 1, $4.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots.

GUM SHELLAC—24c.

SULPHATE OF COPPER—In 300-lb. casks, 5c. per lb.

PLASTER PARIS—$1.90 per barrel.

CASTOR OIL — In cases, 8½c. per lb. and 9c. for single tins.

SEAL OIL—Is quoted at 5½ to 6c. and yellow seal at 4¼ to 5c.

LITHARGE AND ORANGE MINERAL—We quote : Litharge, 5 to 6c.; orange mineral, 6 to 7c.

PUMICE STONE—Powdered, 3c. in barrels and 5c. in less quantity ; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.75 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $2 ; 25-lb. tins, 4 in case, $2.20 ; 12½-lb. tins, 8 in case, $2.45.

PARIS GREEN—Bulk (600 lbs.) 11c.; 200-lb. kegs, 11½c. per lb.; 100-lb. kegs, 12c.; 50-lb. drums, 12½c.; 25-lb. drums, 13c.; 1-lb. cartoons, 13¾ to 14c.; ½-lb. packages, 15 to 16c.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; Boiled, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 43c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal are 2c. less than the above.

COAL.

Business continues dull. Anthracite is quoted at Buffalo and bridges : Grate, $4.01 ; egg, $4.24 ; stove, $4.24 ; chestnut, $4.24.

MARKET NOTES.

Ingot tin is ¼c. per lb. dearer in sympathy with the outside markets.

Although a great many ice cream freezers and refrigerators are still being sold, yet the demand is beginning to fall off.

M. & L. Samuel, Benjamin & Co. are in receipt of early shipments of fall cutlery from George Butler & Co., John Askham & Son, and E. M. Dickinson. The firm looks for an active autumn trade in cutlery.

M. & L. Samuel, Benjamin & Co. are offering the balance of their bicycles at cost, they being desirous of commencing the 1898 season with a clean, up-to-date line.

The James Robertson Co., Ltd., report that they have an overstock of 20 x 28 G. O. M. terne plates which they will be glad to dispose of at much below the regular price in order to get more warehouse room.

The Toronto Silver Plate Co., Ltd., have now in hand manufacturing, or have recently supplied, the following with hotel silverware: The Canadian Pacific railway new dining car, "Frogmore," and new hotel at Revelstoke, B.C.; refurnished the Glacier House, Glacier, B.C., and the Savoy Hotel, Montreal, the first European hotel of prominence in Canada.

UNITED STATES MARKET.

NEW YORK, June 25, 1897.

PIG TIN—London cable advices reporting heavy dealings in both spot and future deliveries with the plane of values higher served to stiffen prices here to about 14.10 to 14.15c. f.o.b. for lots of five tons or more. Consumers purchased very fairly and some stock was taken by dealers. Between this movement and deliveries on former purchases a good part of recent arrivals were well taken care of, and the local position remains fairly strong.

COPPER—The market was fairly active, chiefly in the orm of direct dealings between producers and exporters. The latter were said to have completed deals at from 11 up to 11¼c. for Lake Superior ingot, in which about 5,000,000 pounds were involved. Other varieties of the metal, electrolytic bars, etc., have also fared better, and asking prices for the same have been raised to 11 to 18c. Casting stock is also stronger, and quoted at 10⅝ to 10⅞c., according to brand.

PIG LEAD—With strong western advices and livelier interest here the market was decidedly firm, with 3.45c. the inside price for common domestic and purchases not easy to make at less than 3.05c. on regular terms. About 200 tons were said to have been sold at 3.42½ to 3.45c. late yesterday and to-day. London cable quoted £12 for soft Spanish. On 'Change sales were recorded of 3 carloads at 3.42½c. for June delivery, lighterage free, and 6 carloads, shipment after July 20th, at 3.45c.

SPELTER—Merely ordinary business is transpiring in this quarter and the demand continues slow. Prices are held firmly, however, at 4.25 to 4.35c. for delivery here or at common point. London cable quoted £17 6s. 3d. for good merchant brands.

ANTIMONY — Dealings are fair and prices steady at 6¾ to 7½c., according to brand and quantity.

TIN PLATE—The demand continues irregular, and only fair business is passing. Prices are without quotable change, but rather in buyers' favor.

IRON AND STEEL—There was no really new feature in any line. Prices were unchanged throughout, but rather weak, and prices stood about as they have been for some little time past.

MANITOBA MARKETS.

WINNIPEG, June 25, 1897.

THINGS are very quiet here in hardware ; in fact, business is duller than for a month past. This is natural, however, as the spring implement business has been supplied, and building is not extensive enough to make any rush in such lines.

Everything just now is Jubilee. J. H. Ashdown has taken the opportunity of teaching a practical lesson in the advances in domestic comfort in the past sixty years. One of the large windows has been entirely devoted to this. In one corner is the old fireplace and crane, and next to it the latest cooking range. In another corner the old well with bucket and sweep, and behind it the basin and taps of the modern waterworks ; the tin lantern and the modern glass ; the old oil lamp and electric light fixtures ; the old-fashioned copper pots, the new aluminum ; the buffalo knife and a set of modern carvers, and so on through the long list of improved household utensils. It is a lesson that will help to make wiser and more contented the housewives of to-day.

Prices are little changed since last writing. A slight advance in wire and decrease in nails are noted.

BARBED WIRE—$2.65 per 100 lbs. base.

WIRE NAILS—$2.50 base.

CUT NAILS—$2.60 base.

HORSE NAILS—45 per cent. discount.

HORSESHOES— $4 for ordinary brands, and $4.25 for snowshoe.

SCREWS — Flat head, iron, 85 per cent.; round head, iron, 77½ per cent.; flat heads, brass, 80 per cent., round heads, brass, 72½ per cent.

BOLTS—Carriage bolts, 60 per cent., and tire bolts, 60 per cent.

NUTS—⅜ and larger, 2½ to 3c. discount.

CORDAGE—Sisal rope, 7-16 in. and larger, 6¼c. lb.; ⅜, 6¾c.; ¼ and 5-16, 7¼c.; manilla, 7-16 and larger, 7¾c.; ⅜, 8¼c.; ¼ and ½, 8¾c.

HARVEST TOOLS—60 and 60 and 10 per cent. discount.

BUILDING PAPER—Cyclone or Anchor brand, 60 to 65c. per roll ; Cyclone or Anchor brand, tarred, 75 to 80c.

GREEN WIRE CLOTH—$1.50 to $1.60 per 100 square feet.

POULTRY NETTING—2-inch mesh, 60 to 65c. per 100 square feet.

BAR IRON—$2.15 per 100 lbs.

GALVANIZED IRON—American, 24 gauge, $4 to $4.25; 26 gauge, $4.25 to $4.50 ; 28 gauge, $4.50 to $4.75.

R. C. LeVESCONTE

Barrister, Solicitor, Notary, Etc.

THE McKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

SHEET IRON—$3.75 to $4.

CANADA PLATES—$3.50 to $4 per box.

TIN PLATES — I. C. charcoal, Allaway brand, $4.50 per box; I.X., $5.50; I.C., charcoal P.D., Crown brand, $5; I.X., $6 per box.

SHEET ZINC—6 to 7c. per lb.

WROUGHT IRON PIPE—To 2 inch 65 and 67½ per cent.; over 2 inch 67½ to 70 per cent.

LEAD PIPE—$5.25 per 100 lbs.

PIG LEAD—$4 to $4.50 per 100 lbs.

SOIL PIPE AND FITTINGS—50 to 50 and 10 per cent.

PORTLAND CEMENT — Canadian, $3.75 per barrel; English, $4 per barrel; Josson, $4.25; calcined plaster, $3.25 per barrel.

WHITE LEAD—Pure, $5.75 per 100 lbs.

PREPARED PAINTS—Pure liquid colors, per gallon, $1.15 to $1.25.

DRY COLORS—White lead, per lb., 7c.; red lead, kegs, 5½c.; yellow ochre, in barrel lots, 2½c.; less than barrels, 3c.; golden ochre, barrels, 3½c.; less than barrels, 4c.; Venetian red, barrels, 3c.; less than barrels, 3½c. American vermillion, 15c.; English vermillion, $1 per lb.; Paris green, 18 to 19c.; Canadian metallic oxides, barrel lots, 2½c., less than barrel lots, 3c.; English purple oxides, 100-lb. kegs, 4c.; less than kegs, 4½c. per lb.

SUNDRIES—Glue, S.S. in sheets, per lb., 12½ to 15c.; glue, white, for kalsomining, 15 to 18c.; stove gasoline, per case, $4; benzine, per case, $4; benzine and gasoline, per gallon, 50c. Axle grease, Imperial, per case, $2.50; Fraser's axle grease, per case, $3.75; diamond, do., $2.25 per case. Coal tar, per barrel, $8; putty, in bladders, barrel lots, 2½c per lb., for less than barrels, per lb., 2¾c.

VARNISHES—No. 1 furniture, per gal., $1; extra furniture, $1.35; pale oak, $1.50; elastic oak, $1.50 to $1.75; No. 1 carriage, $1.50 to $1.75; hard oil finish, $1.50 to $2; brown Japan, $1; gold size, Japan, $1.50; No. 1 orange shellac, $2; pure orange shellac, $2.50.

WINDOW GLASS—First break is quoted at $1.75 per box of 50 feet, and $2 for second break.

LINSEED OIL — Raw, per gal., 50c.; boiled, per gal., 53c. in barrels; less than barrels, 5c. per gallon extra, with additional charges for cans.

TURPENTINE—Pure spirits, in barrels, per gallon, 55c.; less than barrels, per gallon, 58c. An additional charge for packages for small quantities.

OILS—Black oils, 25 to 30c. per gal.; clear machine oils, 33 to 40c.; cylinder oil, 50 to 75c. as to quality; castor oil, 10c. per lb.; lard oil, 70c. per gal.; tanners' or harness oil, 65c.; neatsfoot oil, $1.20; steam refined seal oil, 85c.; pure winter bleached sperm oil, $2 per gal.

A NICE ILLUMINATION.

One of the nicest Jubilee illuminations in Front street was that of M. & L. Samuel, Benjamin & Co. It was a gas display arranged by themselves, and consisted of three divisions: A boar's head, which is the old trade mark of the firm, and a St. George's cross, which were on either side of the Royal Coat of Arms. This brilliant illumination and flags and bunting gave their establishment a pretty appearance during the Jubilee festivities.

BICYCLE RACES.

The first bicycle races in Toronto this year were run off on Jubilee night at the Island track and attracted a good crowd. Ernest Gascoigne, a new man, surprised the spectators by winning the mile novice and the mile 2.35 class in the easiest kind of a way. The two-mile professional handicap was won by John Wills, from the 125-yard mark. F. Westbrook, Brantford, with 100 yards, was second, and J. Tucker, Brantford, 125 yards, got third place. The winners in the mile novice were E. Gascoigne, first; H. Hancock, Toronto, second; A. H. Oake, Toronto, third; time, 2.18 2-5. The half-mile professional was won by T. B. McCarthy, Toronto. Angus MacLeod, Brantford, was second; Chris. Greatrix, Toronto, third; time, 1.02. The one-mile tandem amateur was won by McGill and Moore, Toronto; French and McEachren, Toronto, second; time, 2.05 3-5. The 2.35 class was won by E. Gascoigne, first; D. Wilson, Toronto, second; E. Murray, Hamilton, third; time, 2.23 2-5.

PERSONAL MENTION.

Mr. Geo. H. Grundy, who was so favorably known to the hardware trade some few years ago as representative of the Toronto Silver Plate Co., Ltd., is again on the road for that company.

Among the retailers in Toronto during the week were the following: C. Pringle, Baldwin; E. Pearce, Moon River; B. E. Moore, of McEdwards & Moore, St. Catharines; J. H. Glendinning, Sunderland; J. T. V. May, Cannington.

Charles H. Wyman, representing the Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., U.S.A., is making an extensive tour through Canada, visiting all the dealers that handle Iver Johnson's arms, and besides many others, interesting all in the Iver Johnson cycles, which have gained the well-known trade mark, "Honest Cycles at Honest Prices.."

AN EXCELLENT WINDOW.

There has been great competition in the window dressing art the past week in Toronto, every firm trying to excel its neighbor in having its window attractive for the celebration. But none excel in effect the large circular window of Rice Lewis & Son, Ltd., Victoria and King streets. The window reflects great credit on the firm. The colors used are gold and purple, and so combined as to result in a very fine contrast, and at a distance resembles the blaze of light coming forth from a search lamp. The bunting is tacked to the window frame alternately and then drawn back by a panel covered with the ensign and fastened to the rear of the window and this surmounted by a very fine bust of Queen Victoria. Judging by the crowd that has been admiring it this week, especially on Jubilee day, it excels anything of the kind in the "Queen City."

BUSINESS WANTED.

HARDWARE BUSINESS WANTED, IN A GROWing town; or would take an interest if satisfactory. Address, "Hardware Business," HARDWARE AND METAL, Toronto. (27)

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

ONE DOLLAR A YEAR

★

Sample Copy Free

★

D. T. Mallett

Publisher

271 Broadway

New York

BOOKS WORTH READING

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

Necessary Books for the Retail Grocer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above mailed for . . . **10 cents**

Address

The MacLean Publishing Co.

Toronto and Montreal

Plumber and Steam-Fitter

THE NATIONAL CONVENTION.

THE committees in charge of the preparations for the convention of the master plumbers of the Dominion, to be held in Toronto, have about completed arrangements in regard to the reception and entertainment of their guests, and it now remains for the delegates to come and partake of the good things. A thoroughly sociable time is assured by the banquet, tally-ho drive and trip to Niagara, where a lunch will be served.

It is not intended to have formal discussions. The object of the convention is to establish a friendly feeling among the master plumbers, as well as to have them share in the benefits of one another's experience during the year. On that account more preparations are being made for social entertainment than for literary enjoyment. Reports, however, will be received from various districts of the Dominion.

The headquarters of the convention will be the Palmer House, which has promised a special rate for the delegates, and where a meeting of the Executive will be held on June 30.

The first meeting of the convention proper will be held in the Pythian Hall on July 1, at 9.30 a.m. It will pay every plumber of the association to attend, not only to hear what experience has taught in regard to the science of plumbing, but also to become acquainted with the system of prices adopted by the association.

JUBILEE ILLUMINATIONS.

The gas-fitters of Toronto deserve great praise for the pains they took with, and the efficiency with which they executed, the difficult work given them in connection with the Jubilee illuminations. The fever seems to have seized the citizens only two or three days before the 22nd, and the gas-fitters who had the largest stock on hand obtained the most work. When the fever was at its height numerous valuable offers were sent in, but in many cases they had to be refused. All kinds of schemes to induce the fitters to decorate their buildings were pursued by the business men of the city. The Toronto Electric Light Co. had prepared some crowns, but these were soon gobbled up.

The John Ritchie Heating and Plumbing Co., of Adelaide street, had two pretty designs which, on account of their originality and complicated nature, were very attractive, and were a credit to the firm that prepared them. One was on the Central Canada Loan and Savings Co.'s building, and consisted of "V.R.," a crown, St. George's cross, a maple leaf, and the words "Central Canada" burning in solid gas. The other on the Canada Permanent showed a "V.R.," a crown and a maple leaf.

The Keith & Fitzsimons Co. put up numerous pretty designs. Among them we noticed the following: On the office of the Intercolonial Railway, where "God Save the Queen" shone out; on the Government House, a design which showed a "V.R.," three stars, a crown and "God Save the Queen"; an electric display on the C.P.R. office, which was made up of a row of colored lights and a shield with "C.P.R." and "V.R." in colored lights; on Score & Sons', a diamond around a crown, a "V.R.," and "1837" and "1897"; on P. Clark & Sons', a glass star about five feet high and a star and garter in colored glass prisms; on Coleman's, King street, a diamond with a "V" in it, a "V.R." and "1837" and "1897"; on Ellis & Co.'s establishment, Wellington street, a crown in illuminating cups, "Victoria" in gas, and two serpents in gas, and on their own establishment three large stars in gas and "Victoria" in electric lights.

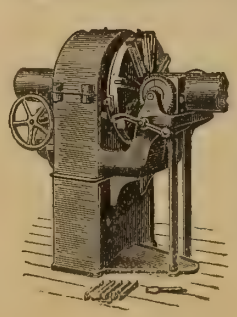
Malcolm & Co. claim the honor of putting in place the fixings on the office of the Consumers' Gas Co. These included a star, a combination of the rose, shamrock and thistle, a crown with "1837" and "1897" on either side, "Diamond Jubilee," a shield with "V.R.I." on it, at the bottom of which were some maple leaves, and a beaver on a log at the bottom. The whole of this was surrounded by a row of colored lights. It certainly was the prettiest arrangement of the gas displays. They also fixed up the illumination in front of the office of the Diamond Jubilee Development Co.

The Bennett & Wright Co., Ltd., prepared the fixings for the illumination of Bilton Bros., King street, of the Imperial Bank, and of St. George's Hall. They also had a pretty display of their own. These all were made up of a crown and "V.R."

ELECTRIC HEATING OF BUILDINGS.

The great power house of the Niagara Falls Power Company of Niagara Falls is probably the largest building in the world that is heated entirely by electricity, and for this reason it is an interesting place in which to study the possibilities of electrical heating coming into general use. The present dimensions of the power house are about 195 feet long, 60 feet wide, and about 50 feet high. But these dimensions will soon be enlarged as the wheel pit of the power company is being extended, and the power house will be enlarged to correspond with its size. As the power house is divided into office quarters and the dynamo room, two series of heaters have been adopted. In the office portion of the building one style of heater is in use, and in the dynamo room another kind gives service. The heater in the office is of the American pattern, and is on a secondary 100-volt circuit. This circuit is fed through converters which reduce the voltage from 2,200 to 100. The current for heating the offices is taken from the primary of the circuit

Armstrong Pipe Threading



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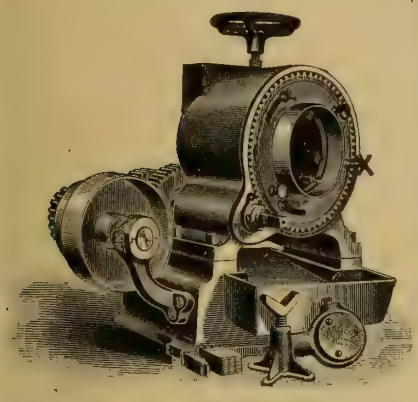
which feeds the street railways about Niagara Falls. The low voltage is adopted for office heating purposes on account of the danger there would be in sending a current of high voltage through rooms so used. The amount of electrical heat that can be applied to the office is about 175 horse-power, but it is seldom that all of this force is in use, it not being necessary to comfort, but, of course, it depends largely on the weather conditions as to the amount of heat required.

The style of heater in use in the dynamo room is very different from that in the office portion of the building, and the method employed in heating this room is also quite different. In all there are 15 heaters in the dynamo room, forming three circuits of five each, and each of these circuits takes up about 200 horse-power. But, as with the office portion of the building, it has never been found necessary to use all the heat available in the dynamo room, and for this reason two of the three circuits are sufficient in the coldest weather. In the dynamo room the heaters are suspended on the walls at a distance of about 15 feet above the floor, this method having been adopted partly as a means of safety and also to secure equal distribution of the heat. The current for heating the dynamo room comes directly from the bars and is carried on No. 4 rubber covered wire.

In form and pattern the dynamo room heaters are very simple. They are made of two circular rolled iron plates, which are about ⅛ inch thick and 24 inches in diameter. These plates are held about 4 feet apart, one above the other, by bolts, and each plate has about 28 holes in it, the size



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Range 2½ to 4 inch. R. R.

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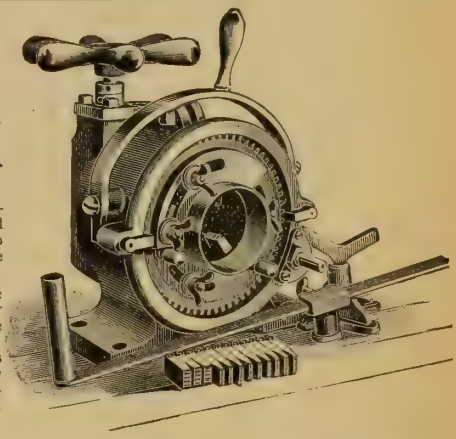

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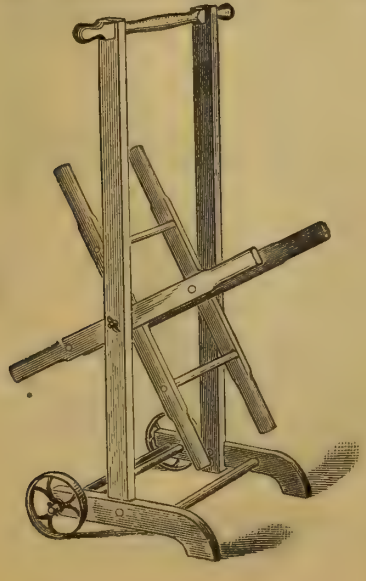

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of each hole being about ½ inch. Each of these holes contains a porcelain insulator having a pretty large head, and through these insulators No. 6 iron wire is strung. In all there are 38 coils in each heater, each coil being about 1½ inches in diameter, the distance between convolutions being about twice the diameter of the wire. At all events, it is such that the resistance of the heater is such that it will take about 65 amperes at 440 volts. Thus each five heaters in service will consume 2,200 volts at 65 amperes. The heaters in the dynamo room were designed by Paul M. Lincoln, the electrical superintendent of the Niagara Falls Power Co. They have been found to be most serviceable.

In heating the dynamo room and the offices the maximum amount of power used is about 420 or 430 horse-power, but to this must be added the heat that the running dynamos throw into the dynamo room. To some, this might appear as immaterial, but the fact is that the heat from the dynamos is important in heating the building. There are three dynamos in the power house, each of 5,000 horse-power capacity. Two of these great machines are usually in service at the same time. If each machine were run so as to generate 4,000 horse-power instead of at its full capacity, about 3 per cent. of its power would be lost in heat. Thus each of the two dynamos would contribute 120 horse-power to heating the dynamo room, or 240 horse-power from the two machines referred to. This amount of power added to the horse-power consumed by the heaters in the building shows that nearly 700 horse-power is consumed in steam in the power house.

Despite the fact that the Niagara Falls Power Co. have the cheapest developed power in the world, it will be seen by a little figuring that the heating of their power house is quite a luxury. The amount of electrical horse-power used in the heaters alone, if sold even at the low price they sell power to their customers, would bring them in quite a nice little sum each year. But they have a wealth of electrical power, and their use of it for heating adds materially to the novelty of their great power house. The roof of this building is unbroken by chimneys, a fact which is quite in keeping with the home of the greatest power development in the world. At all times the atmosphere of the power house is warm and enjoyable, even in the coldest weather, and visitors recognize how pleasant electric heat would be should it come into general use, a possibility which to-day seems very remote.—Metal Worker.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Mashinter announce the following contracts received this week: The plumbing and hot water heating of the Brydon-Robinson block in Rat Portage, Ont.; the hot water heating of the Custom House, Kingston; the plumbing of a residence on Jarvis street for the Trust and Loan Co.; the plumbing of a new boat at Pembroke; the plumbing and heating of a residence on Elm avenue, Rosedale, for H. L. Drayton, and the plumbing of a dwelling for J. W. McGee, Brunswick avenue, Toronto. This firm is just finishing a house at Niagara-on-the-Lake for Mr. Chas. Hunter, manager of the Standard Life Insurance Co.

NOTES ON PIPE FOUNDING.

AT THE national convention of foundrymen, Mr. S. Grooves, of Pittsburg, presented a paper with the above title. He has had 21 years' experience in the manufacture of vertical pipes in one of the largest foundries in the world, and some of the fruit of that experience he gave the convention in a three-quarter-hour address. Blackboard sketches were employed to illustrate the descriptions. With 600,000 tons of pig iron consumed each year in the pipe foundries of the United States, and $10,000,000 worth of product turned out, the speaker intimated that this industry was more important than its scant literature would indicate. In the pipe foundries of Europe socket and spigot pipes are cast with the socket downward; in this country the practice is the reverse. The speaker emphasized the necessity of having metal close and solid at the socket of the pipe, defects here furnishing the most frequent causes of rejection. The gradual increase in the thickness of the section, coming to the socket, is a method of securing strength and perfection. In passing he noted that if the engineer and draftsman, in preparing plans, looked more to the equalization of section, there would be far less trouble with castings in the foundry.

Pipe of 1 inch to 2½ inches diameter are cast on banks at an angle of 30 degrees. A cast iron core bar is used. Pipe from 3 inches up are cast in oval pits, these being arranged in series over a foundry 250 to 300 feet long. In an oval pit with flasks fixed in the pit walls it is possible to cast 80 3-inch pipes 9 feet long in a day. A new method of equalizing blacking on the mold was explained—a receptacle for the wash being provided, with a spring and valve, discharging the wash evenly. The old-fashioned way of drying molds by which the fumes from the fire escaped into the shop, was referred to. A better way is to utilize the heat generated in gas producers outside the foundry, a blower being employed to send it to the pipe pits.

With some detail the method of making pipe cores was explained, both for large and small pipe. The drying of the covers was accomplished by the use of gas from the gas producers already referred to.

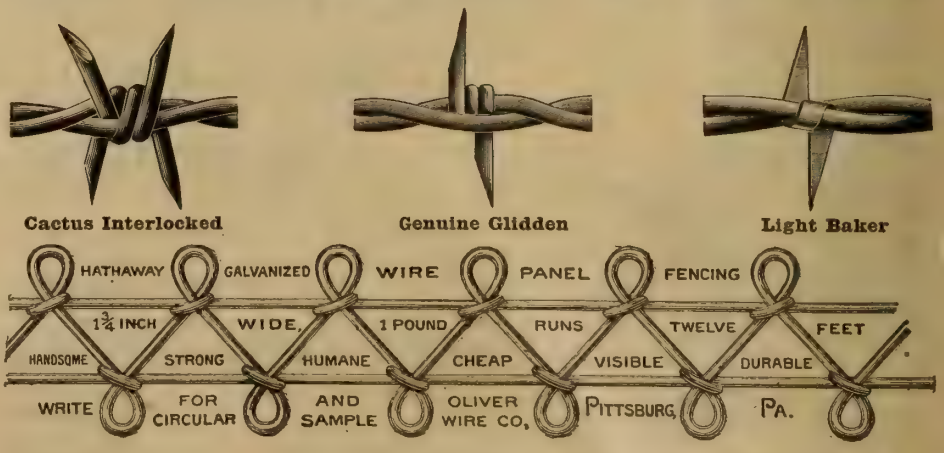
Mention was made of one foundry which utilized metal run directly into ladles from the blast furnace. High phosphorus iron is just the thing for pipe, the phosphorus being an excellent preventive of oxidation. An ingeniously constructed ladle was illustrated, having a partition running down nearly to the bottom, thus keeping out the scoria and always furnishing clean metal.

The danger of striking pipe with an iron hammer while it is under hydrostatic pressure was referred to. An instance was cited in which a wrought iron ball weighing 1½ pounds was let drop, from various heights, upon pipe which was under water pressure. On examining the test pipe afterward a star-shaped fracture was found inside, at the point where the ball had struck.

The protecting coat of cold pitch varnish is given the pipes last of all. Cast pipe have an advantage here, since no cement or varnish has been found that will remain on built pipes of steel or wrought iron pipes.

In concluding, the speaker referred to the close requirements as to transverse strength and deflection. It is said that one-third of the cast iron pipe made is rejected by inspectors. The phenomenally low price at which pipe is sold should not be taken as an indication that little skill is required in their manufacture. The reverse is the case.

BEST GALVANIZED BARB WIRE



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For the Season of 1897 we shall manufacture our well-known brands from the finest selected marks of Manila and Sisal Hemp, and in evenness and number of feet to the pound they will be found far superior to any manufactured. Between two and three thousand tons of prison-made twine is now on the market. This twine is the accumulation of several years' manufacture. Prices and samples of our brands will be furnished on application.

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A LOST INDUSTRY.

THE vast increase in the importation of iron ore to Wales, a common average of 50,000 tons a week of late coming from Bilbao, reminds us very forcibly of the lost industry of Monmouthshire and Glamorgan, when the whole of our ironworks were maintained by the supplies obtained from mines beneath, and when of Spanish ore not a ton came to our shores. Sixty-six years ago in May and the early part of June the Welsh miners manifested their existence and their condition by the deplorable Merthyr riots of 1831. Such was the state of the iron trade then that the average wages of the Welsh miners were only 12s. a week, or about the value per ton of Welsh ore, so that the miner's earnings were exactly gauged by his labor—"He earned a ton of mine ore per week." These small earnings, due to the depression in the iron trade, coupled with Reform and Chartist movements, prompted the riots and led to a great sacrifice of life in collision with the military, sixty persons, it is roundly estimated, having been killed. Sixty-six years ago—a full average life even of an old inhabitant—have brought about an entire metamorphosis. The miner, practically, is as extinct as the dodo.

The only Welsh ore worked is in coneection with some of the seams of coal. The miner, with his brown garb, bearing a candle in his cap, is replaced by the collier and his safety lamp, and the small mountains of ore, some in square heaps for "weathering purposes," are no longer seen, the ore from Spain, as evidenced daily at the new Dowlais Works, being landed by hydraulic power at the docks, and taken straight from vessel to furnace. To the reflective mind there is a higher comparison to be drawn in the lapse of 65 years than in the matter of Welsh and foreign ore. All over the site of the lost industry we have a vast increase of population, and, excepting an occasional short-lived labor movement, regular industry has its accompaniment in peaceful action. The highest musical effort of the old miner class was choral. Now, thousands of colliers have either their piano or American organ. The miner's dwelling was little beyond a hut; to-day the workmen's dwellings compare most favorably with those of the best artisan class of the country. Churches and chapels now abound all over the colliery and ironworks district, and, while the peripatetic school which a century ago rambled over Wales and the dame school of half-a-century ago have been relegated into the limbo of the forgotten, great schools—ordinary, higher grade, and intermediate—are as inseparable from the social life as trading institutions.—Western Mail.

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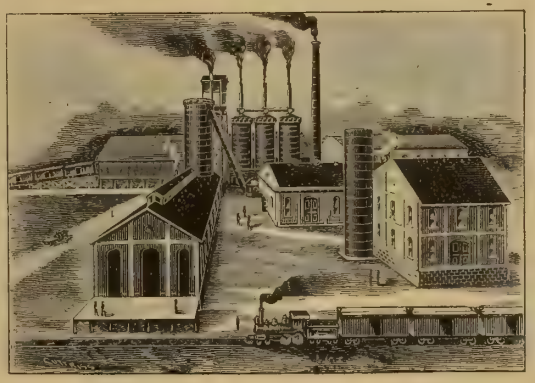

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Four Barrels in first order, $10.00; sorting-up orders at $2.50 per barrel. Less than four barrels in first order, $2.75 per barrel. Terms 30 days net. . . .

CALCINED PLASTER. You can save money by getting our prices and freight rates. . . . . .

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THE difference between the old-fashioned twine or wire bound flat brush for Painters and Boeckh's Patent Flat Bridled Brush, lies in the great saving of time it accomplishes, and the superiority of the work it does. The patent bridle prevents bulging in the centre—keeps the color from working through. You can take it off in a minute to clean.

Boeckh's Flat Bridled Brush For Painters.

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DISCUSSING CANADA.

IT is not a little surprising to me that Canada does not take more pains to make known her resources and her enormous possibilities to the people of the Mother Country. There is no doubt that many untraveled Britishers picture Canada as being literally "Our Lady of the Snows," and have no idea of the splendid climate for the greater part of the year, and the immense variety of scenery, soil, and natural products possessed by the great Dominion. The not unnatural consequence is that the majority of the emigrants go to the United States, whereas if Canada were made known pictorially and in other ways she might and would gain her full share of the best class of British emigrants.

Thanks to the development of the gold mines of British Columbia, Ontario and other parts of the Dominion, there is every probability that the population will be increased, and, as is usual in all such cases, many of those who go to mine will remain to farm. Canada has such gigantic possibilities—bearing in mind its diversities of surface, soil, minerals, etc.—that it can take in almost any number of emigrants and migrants; but if it means to get a big share of the human movement it must, I think, assert and advertise itself much more thoroughly. Personally, if I wished to select a "new country," I think I should have no hesitation in picking out British Columbia, where the climate and most other conditions seem to me to be distinctly of the right sort.

It has long been my opinion that British manufacturers do not pay sufficient attention to our North American Dominion. They seem to think that the United States is "boss" of the Canadian situation, and that owing to the proximity of the two countries we have not much chance of success. In reality that is very far from being the case, for much—indeed, the greater part—of Canada is so far distant from the manufacturing centres of the United States that we can send our goods in quite as cheaply—and probably more cheaply—than the Americans. We can ship direct to all the ports of the Maritime Provinces, as well as to Quebec, Montreal, etc., and we can also ship direct to Vancouver, etc., on the west coast. This means that we can beat all railway rates, and should, therefore, get a big share of the business if we look after it properly.

As mining machinery is now admitted free into Canada we should be on the alert, ascertain (if we don't know already) exactly what is wanted, work out through rates to the Ontario or British Columbia gold mining districts, and quote prices delivered at selected centres. If we go about the matter properly we ought certainly to be "in it," in competition with the American makers or our European rivals, and to be really up to the mark the way of all others is, of course, to go over and ascertain on the spot what is required. It is a very simple journey, as journeys go nowadays, and should be undertaken at once by the enterprising and up-to-date producers of this class of machinery. —Ironmonger, London.

"THE OLD MAN."

There is a member of the club who is young in years, but is already the active managing head of a large retail and wholesale hardware establishment. He was relating an experience the other day: "I was standing near two clerks who did not see me. The younger asked the other—who was ten years older than myself—in regard to a special discount. Said he in answer, 'I don't know. Ask the old man.'

"I wondered who he could mean. The clerk seemed to know, for he put straight to the office and asked for me.

"Was I offended? Not much. It was the proudest moment of my life. No man is ever 'the old man' about a store unless he is respected and liked. It means power, appreciation, respect. When a man of my age earns that title, he ought to feel happy enough to go out and throw roses at himself."—New York Hardware.

THE EVOLUTION OF THE SHOW WINDOW.

TWENTY years ago the well-dressed hardware store window was an exception, says Hardware Dealers' Magazine. The average one was of small panes of glass, not over clean, in which were some dusty samples of pocket knives, tools and shot guns. Later, the panes became larger, the display brighter and the assortment more attractive. But there was always a sameness in the displays, and after a while they failed to attract.

Then the wide-awake dealer began to use show cards, and these, with price tickets, had the effect of drawing notice. But today even these fail in effectiveness. This is so everywhere, and the question, forced to the front by insistent competition and the laws of progress, is "What next?"

Take your own windows, dear reader. Have you not exhausted the schemes and artifices you and your clerks can rake and scrape? You have set out your windows with fine cutlery, have you not filled them with nails and screws and hinges? You have hung them with saws and chisels and hammers. Have you not cleaned them out and filled them with the various articles of your stock, until the question comes, "What will you do next?"

There is the old annoying sameness about them all, all your own displays and all those of your competitors. You have probably succeeded in stopping the crowd by means of a revolving stand, or by a fake "cracked" window, or you have had an electric-rapper, either with or without the cut out figure accompaniment. They have all been tried. Their practical usefulness is nil. The only return from the investment is the momentary attention given your store away from your competitors, and you must be in a small town to get even this. As the villain says in the play—"What shall we do?"

Manifestly any radical departure from the prevailing methods of window dressing cannot be anything less expensive. In the very nature of things any step forward must be in keeping with the size of the business, and we shall proceed with the understanding that window dressing is a legitimate expense—as much so as rent and help.

In outlining the "modern show window" a general plan is given; every man must conform the scheme in its scope and manner of putting it on, as well as the expense—to his case and condition—and not throw it aside as useless "because his windows are too small" or because he thinks he cannot afford the outlay.

In order to present here an understandable scheme we will show but one line in but one way, but it will occur to the bright reader that there is no limit to this field. A little thought and some ingenuity will suggest hundreds of striking and impressive variations.

Just imagine you are being told a dream, and listen: One bright May morning I left my hotel with the intention of bringing a friend down to my room to "look me over." On turning the corner nearest his store, I suddenly confronted a great crowd of people who entirely blocked the sidewalk in front of the large show window. The crowd was composed chiefly of shoppers, it being near the hour of 10. I procured a place of vantage, and leaning up against a sign post I observed a large window bare of all the usual display of merchandise. The background was composed of refrigerators, three of different prominent makes. At the left, close up against the side light, was a brass easel, just the thing which one buys nowadays to stand in the corner of the parlor, and which are bought at any price between $3 and $50. That, as far as I could see, was all the display there was in the window. The attraction, however, on whom all eyes were rivited was a young man in evening

2/3rds of One Cent.

Supposing we were disposed to gratify the wishes of some dealers and consumers to furnish a horse-shoe nail at, say, fifty cents per box less than the present price for our old standard **"C"** Brand, it could only be done by using cheaper material, and being less exacting in cutting out every nail as at present, that does not conform to our high standard. But would such a course be real economy? How much would the consumer save? A simple calculation will show that about two-thirds of one cent would be apparently saved on the cost of the nails used in a full set of horse shoes. Taking No. 8 nails for an example, we find that there are about one hundred nails in each pound. Each full set of horse-shoes will take thirty-two nails, so that one pound of No. 8 horse nails will be sufficient for three full sets of shoes. As fifty cents a box of 25 lbs. represents two cents a pound, the total amount you save on the nails used in one set of shoes is therefore two-thirds of one cent.

Don't you think we are on the right course in striving to make the best nail out of the best material only? If you want to hold your farrier trade, keep the **"C"** Brand horse nails. They will never disappoint you or your customer; they have been on the market in Canada for thirty-two years, and represent the best that experience, material, and machinery can furnish in a perfect horse-shoe nail.

Nearly every leading wholesale firm in Canada has them for sale on our terms. We will esteem your kind preference for our **"C"** Brand in sending your orders to them. Samples and other information furnished on application to us.

CANADA HORSE NAIL COMPANY,
MONTREAL.

THE PANSY WOOD COOK

Patent Reservoir Cook Stoves
Entirely New for 1897
Elegant in Design
Perfect in Construction
Moderate in Price

COLD ROLLED STEEL OVEN

New Catalog Out In July

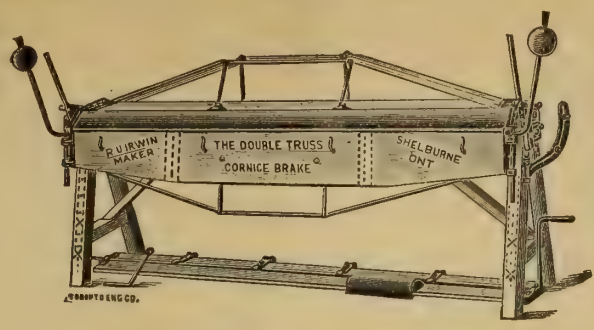
The D. MOORE CO. Limited Mfrs. of High-Class Stoves and Ranges, **Hamilton, Ont.**

dress, without gloves and bareheaded. Just then an attendant pushed to the centre of the window a medium sized upright refrigerator, the central of the three before mentioned, and then handed the exhibitor a package of cards possibly 18 inches long and 3 or 4 inches wide. The easel mentioned had two narrow shelves. On the bottom one of these cards were laid flat.

The young man made a bow to his audience and placed his hand on the refrigerator. Then he picked up the topmost card, held it close to the glass that all might read, printed in clear letters : "This is our new Isocheimal refrigerator." After allowing the card to be read he places it upright on the easel and then approaches the refrigerator again. He runs his hands fondlingly over the top, takes his handkerchief, and brushing off an imaginary fleck of dust, then turns to the pile of cards and shows one reading : "This is well made and beautifully finished." Then opening the door he raps his knuckles against the lining, then displays the card : "Fully lined with zinc of the best quality." Next came a card calling attention to the air-tight arrangement of the handle and door, another regarding the adjustability of the shelves, others telling of the lining, the construction, the size, as he placed therein various fruits, pans of food and plates of cooking ingredients. The iceman then came in and roughly tossed a cake of ice into the box, while the exhibitor displayed a card reading : "Even the careless iceman can't injure it." The arrangement of the waste water pipe, its air-tight qualities, the course of the current of cold air, all were made known by cards, while the exhibitor called attention to these points in dumb show. I watched him for an hour, and that crowd stayed there while he had turned 58 cards, and with them covered every essential point regarding the special refrigerator. Then he finished it up by placing on its front the card reading : "Mrs. Judge Brown bought one, this size, last year. Ask her how she likes it."

The exhibitor had made an argument, which, if made in the store to anyone in want of a refrigerator, would have resulted in a sale. But he made this talk to at least 200 people. I turned back to the hotel. When I passed that same spot in the afternoon the same young man was going through a similar performance, and the officer from the corner had his hands full keeping a semblance of a passageway through the thick of the crowd. I stopped but a few moments, just long enough to see the signs : "This window screen fits tight, but won't bind," "The wire is strong and will not rust," and "These screens will last as long as your house."

Suppose the young man was replaced by a young woman, or a special set of cards for a special occasion, or instead of refrigerators the lines might be tools, or prepared paints, or stoves, or something else. Wouldn't it boom your trade?



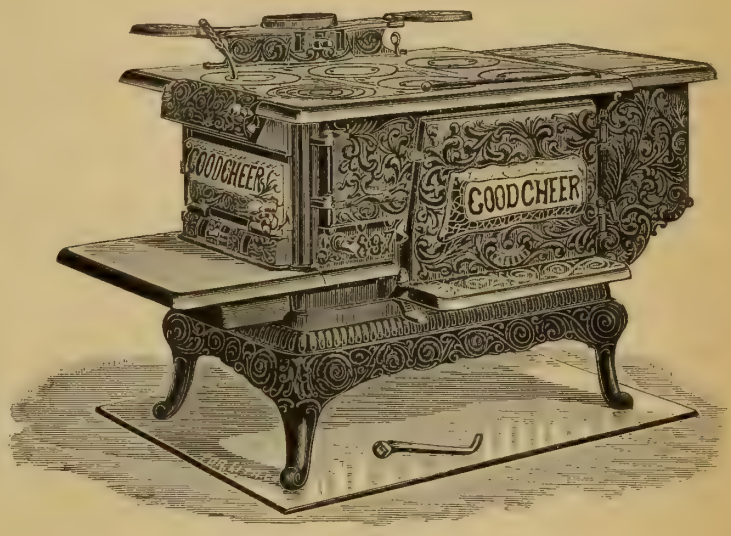
$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere. All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

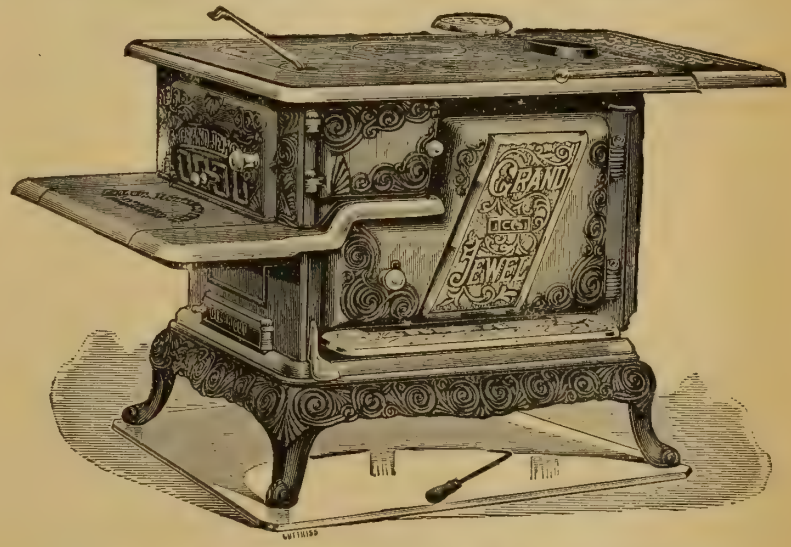
Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

GRAND JEWEL COOK STOVES... For WOOD and for COAL.

With Patent One-piece Cold-rolled

SHEET STEEL OVEN.



Burrow, Stewart & Milne

Agents for Manitoba and Western Territories

Merrick, Anderson & Co.,

WINNIPEG.

HAMILTON, ONT.

Manufacturers of all kinds of

"JEWEL"

Stoves, Ranges, and Hot Air Furnaces.

Agents for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island.

W. L. Haldimand & Son,

MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

KENT & TURCOTTE have been appointed curators of the general business of F. B. Latour, St. Polycarpe, Que.

Gideon Dufour, general storekeeper, Les Eboulements, Que., has assigned.

Richardson & Loree, general storekeepers, Carman, Man., have assigned to M. J. Armington.

A meeting of the creditors of Robert Stafford, general storekeeper, Joliette, Que., will be held on the 25th inst.

Lefebvre & Taschereau, have been appointed curators of the general business carried on by J. E. Plourde, Cacouna, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

T. Goulet & Co., contractors, Montreal, have dissolved.

N. Racette & Fils, contractors, Montreal, have dissolved partnership.

Thos. and Alfred Boissinot have formed a partnership in Levis, Que., to do business as contractors under the style T. Boissinot & Co.

Thos. Wand and Alexander H. Brosseau have formed a partnership to do business in Montreal as builders under the style Wand & Brosseau.

Fletcher McLarren F. Greenwood have formed a partnership to carry on a general store in Port Clyde, N.S., under the style McLarren & Greenwood.

W. Kerr Dimock and Arthur Armstrong have formed a partnership in Windsor to carry on a hardware business under the style of Dimock & Armstrong.

Douglas Bros., of the Galvanized Iron Works, Toronto, have dissolved partnership. Asa Matthews retires, and business will be continued by Thos. Douglas and Walter Bell, with style unchanged.

SALES MADE AND PENDING.

The assets of Neil McNeil, general storekeeper, St. Paschal, Que., have been sold. auction on the 24th inst.

The assets of J. B. Laforest, general storekeeper, St. Perpetue, Que., are to be sold by auction on the 25th inst.

The stock of John Brockest, dealer in stoves and tinware, London, Ont., has been advertised for sale by tender.

The assets of Cottingham P. Dickson & Co., dealers in paints, Montreal, are to be sold by auction on the 29th inst.

The flax and oil mills and foundry belonging to J. and J. Livingston are advertised to be sold by auction 22nd July, 1897.

The general stock of O. Bozler & Co., Brechin, Ont., was advertised to be sold by auction on the 23rd inst. under mortgage.

The assets of Paxton, Tate & Co., manufacturers of mill wheels, Port Perry, Ont., are advertised to be sold by auction 6th July.

CHANGES.

John McLeod, blacksmith, Chilliwack, B.C., has moved to Rossland.

A. Green & Co., dealers in coal and salt, Owen Sound, have sold out to W. H. Smith & Co.

R. Haskett. general storekeeper, Watford, Ont., has been succeeded by J. F. Aitken.

Dimock & Armstrong have purchased the estate of Wm. Dimock, hardware merchant, Windsor, Ont.

McMillan & Govier, blacksmiths, West Lorne, Ont., have been succeeded by McMillan & Campbell.

W. E. Johnston & Co., general storekeeper, Fort Steele, B.C., has been succeeded by Theic & Fink.

Sequime & Powers, who run a sawmill in Midway, B.C., have been succeeded by Boundary Creek Lumber Co.

G. Goulet, general storekeeper, Wendover, Que., has sold out his branch at Pointe Fortune, Que., to Lalonde & Mallette, who take possession August 1, 1897.

FIRES.

The following have had stocks burnt at the Muskoka Wharf: J. D. Shier, manufacturer of lumber and shingles, Bracebridge; Phillip Bartholomew, lumber jobber; R. O. Miller, manufacturer of shingles, Gravenhurst, and R. Thompson & Co., dealer in lumber, Hamilton.

DEATHS.

Pierre Poitras, contractor, Chicoutimi, Que., is dead.

IRON INCIDENT OF THE EARLY 70'S.

This Hanging Rock district incident, from The Ironton, O., Register, might be duplicated, so far as as its purport is concerned, in the experience of many an iron selling firm:

"About 25 years ago, just before the panic, a young man told an old iron man that he had just quoted $46 for pig iron to a Pittsburg firm. 'I wouldn't sell at that—it's too low,' said the old iron man. 'But there is a big profit at that,' argued the young iron man. The old one said he didn't care—it was too low for the market. The young iron man soon met another older iron man and asked him. The second older iron man said: 'You are selling too low; you will never live to see the day when pig iron will be lower than it is now. England is about out of ore; she won't be able to send any more iron to this country; no, sir, $46 is too low a figure.' Six months rolled around, and pig iron was quoted at $25, and then it fell lower, and never got back to $25. And now it is $8.50, and the young man has lived to see the day."

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

W. GORDON & CO.
SCALE MANUFACTURERS
587 St. Paul Street
Montreal
All kinds of Scales made and repaired.
Write for Catalogue.

CAUSES OF FAILURE
In the Hardware Trade and How Avoided.
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of 10 cents
HARDWARE AND METAL, Toronto

A TWIST OF THE WRIST
AND YOUR CHAIN'S ADJUSTED.
Wolff-American
High Art Cycles
have the only perfect
ECCENTRIC ADJUSTMENT.
DORKEN BROS. & CO.
MONTREAL.

IMPROVED
WANZER
LAMP AND OVEN
Best Light — Non-Explosive
Roasts — Broils
Bakes — Steams
without impairing the light.
Several hours Lighting and Cooking for one cent. We want to reach the public through the trade. Liberal discounts. For prices and information write The
WANZER LAMP & MFG CO.
HAMILTON.
WANZER.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

. . ISLAND CITY . .

Paint and Varnish Works

. . Manufacturers of . .

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .

John Morrow Machine Screw Co.

Ingersoll - Ontario.

The Niagara Falls Metal Works Company, Limited

Niagara Falls - Ont., Canada

MANUFACTURERS

Brass Foundry, Brass Finishing, Light Drop Forging, Malleable Iron Foundry, Wire Chains, Safety Chains, Plumbers' Chains, Cut Link Steel Chains. Articles cut, formed and stamped from Sheet and Band Steel, Iron, Brass, Copper, German Silver and Aluminum. Close Plating and Electro-Plating.

HARDWARE METHODS.

THE following clear and practical statement of business methods and principles, which is from an enterprising and successful merchant in Illinois, appeared in Iron Age, and will no doubt interest the trade in Canada :

"Our city has 28,000 people with nine to thirteen hardware stores, four or five of them small ones. We have no organization or agreement to maintain prices, and pay no attention to our competitors, but saw wood all the time. We run a first-class hardware store, not a garbage box filled with clap-trap trash usually sold at starvation prices.

"We carry a nice stock of good goods and sell them at profits that allow us more than a mere existence.

"We believe that there are enough people in our community that want good goods to warrant us in catering to their trade. When we sell a good article it always pleases, and a customer soon forgets what he paid for it. Whereas when we sell a poor article he is always dissatisfied, forgetting that he bought it cheap.

"We run a tin shop in connection and have had all the work three tinners could do for three months, while some of our competitors were looking on. We don't do competition roofing, we don't try and be the lowest bidder. We do good work with good material and are fast getting a reputation along that line—a reputation that sold five furnace jobs last month, without any competition, at our own price.

"Many dealers are afraid to ask a fair price. They think that in order to sell an article, get a furnace job or a tin roof contract, they must be lower in price than any one else, forgetting that the best trade people who have money and pay cash or on demand are not looking for department store trash or Cheap John jobs.

"We believe the hardware trade are making a mistake in imitating department store methods or paying any attention to some competitor who ought to be in some other business.

"While writing this a party came in to buy a clothes wringer, saying the last wringer he bought lasted only three months (one of the $1.25 kind). We showed him wringers at $1.25, $1.50, $1.75 and $2, and advised him to buy one we sell at $3.50. He bought it and will be satisfied with it, and our profit was $1.25 instead of 25 to 50 cents. This is the idea we mean to convey all along the line.

"The hardware business is a good one, one that requires brains, experience and energy. Let the hardware trade elevate themselves, pay more attention to their own business than to watching department stores and scab competitors, and most of us will survive."

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

IF YOU WANT TO

ADVERTISE anything, ANYWHERE

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.

ADVERTISING DEPARTMENT

MONTREAL - - TORONTO

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

Joseph Lea, manager)

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

TRADE MARK J REGISTERED

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO. HESPELER, ONT.

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "**WADE & BUTCHER**" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, June 25, 1897.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.

		Per box.
.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	....	5 00
I.X	....	6 25
I.X.X	....	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & P. D. Grades—		
I.C., usual sizes	3 50	3 60
I.X., "	4 50	4 60
I.X.X. "	5 50	5 60
I.XXX., "	6 50	6 60
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 15
I.C., special sizes	....	3 25
20x28	....	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	8 00
I.X., Orion	....	8 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 55	....
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

inch	....	2 45
"	..	2 35
¾ inch and thicker	....	2 25

½

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 35	....
26 "	2 45	....
28 "	2 55	....

Canada Plates.

All dull, 52 sheets	....	2 50
Half polished	2 50	2 60
All bright	3 00	3 25

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.87; ½ inch, $2.10; ¾ inch, $2.45; 1 inch, $3.40; 1¼ inch, $4.50; 1½ inch, $5.87; 2 inch, $7.87.
Galvanized, ½ inch, 4c. ¾ inch, 4¾c. 1 inch, 6¾c. 1¼ inch, 10¼c. 1½ inch, 11½c.
Cast, soil, 2, 3, 4 and 5 inch, 60 and 5 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 20 guage	....	0 03⅝
24 gauge	....	0 03¾
26 "	....	0 04
28 "	....	0 04¼

Chain.

Proof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 ft	0 20	0 00

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04	0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
'Beaver" brand	$0 20

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 15
No. 1 do	4 77½
No. 2 do	4 40
No. 3 do	4 02
No. 4 do	3 65
Brandram's B. B. Genuine	6 25
" " Decorative	5 95
" " No. 1	5 35
" " No. 2	4 65

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	....	0 08

Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Casks	0 13½
50-100 lb. kegs	0 14
25-lb. Irons	0 14½
1-lb. Boxes	0 15

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 65
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
And ex. No. 1 Carriage	....	1 60
Gold Size Japan, per gal.	1 00	1 20
Pure Orange Shellac	1 85	2 20
Hard Oil Finish	....	1 20
Oil Shellac	....	1 20
White Shellac	....	2 25

Linseed Oil.

Raw, per gal. net	0 41	....
Boiled, per gal. net	0 44	....

Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	....	0 41

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 08½
Smal lots	....	0 09

Cod Oil.

Cod Oil, per gal	0 50	0 55

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smallei gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss ... / " Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount.
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40 and 10 per cent.
No. 1, leather, discount 60 per cent.
Standard, 55 per cent.
Agricultural, 65 and 10 to 70 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 0 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 70 p. c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 and 5 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 77½ p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barbers	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
llar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to ch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 75
Belgium "	2 50
Canadian hydraulic	1 10

Figures are for carload lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory, 60, 10 and 10 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

stearns, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Bo	3 60	13 00
Side	3 60	4 00
nterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	75	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 per cent. to 50 10, 5.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 per cent. to 50, 10, 5.
Heller's Horse Rasps, 50 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem, from $1.25 to $7 net.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

	r.		Double Diamond.	
Size United Inches.	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft
Under 26	1 20	2 30	....	....
26 to 40	1 35	2 60	2 20	....
41 to 50	....	3 00	....	3 85
51 to 60	....	3 30	....	4 35
61 to 70	....	3 60	....	4 85
71 to 80	....	4 50	....	5 60
81 to 85	....	4 50	....	6 35

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 50 per cent. rev. list.

Hoe.

C. & B., dis. 50 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 0

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 p.c.

Heavy, per lb	0 03¾	0 04¼
Screw hook and hinge—		
6 to 10 in., per 100 lbs	3 40	3 50
12 in. up, per 100 lbs	2 40	2 50
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 35	
Steel, " "	4 85	5

F.o.b. Montreal 10c. less, and London more than above.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

abinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 0

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz............ 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.............. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross................ 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 27½ to p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Basis—50 to 60 dy. $1.74 Pittsburg, duty included, or $1.95 f.o.b. Toronto, Hamilton, London.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots freight prepaid to maximum of 25c. per 100 lbs.
Wire Nails, basis, $1.83 Pittsburg, or $2.04 delivered Toronto, Hamilton, London, and to places where freight from Pittsburg is in less than carload lots does not exceed 21c.; other places where rate is higher, excess is added. Terms, 4 months or 3 off and 30 days; delivered in lots of 10 kegs or more.
Brads and moulding nails, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astral................ 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis, Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..................... $ 50 00
No. 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6.............................. 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.

Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 5 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, 70 to 70 and 5 p.c

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days

Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), up to 2½ lbs. inclusive, 65 and 5 p.c.
Black M. Rivets (Steel), 3 lbs. and heavier, 65 p.c.
Black M. Rivets (Norway Iron) 60 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla	
7-16 in. and larger, per lb.	5⅜	00	7⅛
⅜ in.....................	5⅝	00	7¾
¼ and 5-16 in.	6⅜	00	8⅛
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 60 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire............ 0 55 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 25 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting.... .... 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent

SCRAPERS.

Box, per doz.................. 2 10 4 50
oot, " 0 40 3

SCREENS.

Window, patent, per doz.... 2 20 4 50
Door, per doz................ 7 10

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 00 0 24

WROUGHT SPIKES.

Discount, 30 to 35 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 00 2½ 00 2¾
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe Varnish...............	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each..	....	....	6 00
Scientific Furniture Polish.................	12 00	....	1 25
Scientific Carriage Top Dressing, ½ pints.....	....	....	2 00
Scientific Carriage Top Dressing, pints........	....	....	3 50
Scientific Enamel Paints	....	....	1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers'.......... 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd 75
Zinc tacks........................... 35
Copper tacks 62½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................ 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers................ 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 and 25 p.c.

TAP LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks. " " " 4 10
Discounts, for 10 boxes at one shipment, 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz................. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized 30 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 30 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

		Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart............	....	2 50
Galvanized, 4 barb, 4 and 6 inches apart	....	2 50
Galvanized, plain twist, all delv'd..................	....	2 50
Plain twist..................	....	2 50

Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 35 ...

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Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

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For attaching to Outlet of Pipe above roof. . . .

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Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

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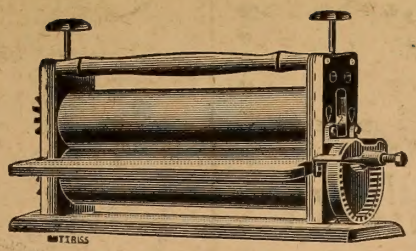
C. C. Foster, Secretary.



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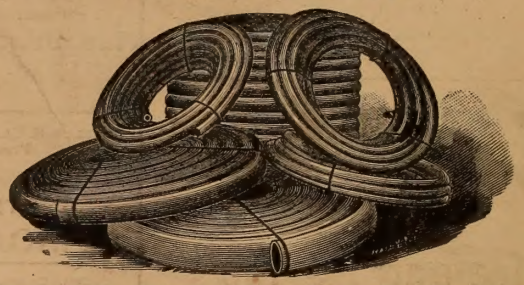

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